

SPOTLIGHT

FEBRUARY 2024

FIRAT UCAR

2023 VETERAN
PRODUCER OF
THE YEAR

From INSPIRATION



to DESTINATION



Steve Greer
Chief Executive Officer
American Income/
National Income Division

We talk a lot about the journey to success – what it entails, how much work goes into it, and following the path laid out for you. While the journey itself is essential to finding success, it’s important to have a clear idea of why we’re taking that journey in the first place. It’s important to know what’s driving us, because if we spend our days working toward something great without motivation, we’re going to run out of steam pretty quickly.

So take a moment and think about what inspires you. What is your driving force? It’s one thing to have a goal in mind, but it’s another to understand the reason you’re working toward that goal. If you haven’t figured it out already, stop to consider the bigger picture.

In this issue of Spotlight, we are celebrating our top Veteran and Rookie Individual Producers for 2023. Their stellar performances deserve all the accolades we can give them, and their dedication and strong work ethic are nothing short of extraordinary. I know

for a fact they arrived where they are today because they worked hard and were inspired to find success. They had the inspiration to embark on their journeys in the first place, and that inspiration has kept them going.

“No matter what inspires you, make sure you always let it fuel your fire.”

Inspiration can come in many different forms. For some successful people, inspiration stems from a desire to find purpose in something bigger than themselves. They want to make an impact on the people around them,

on their communities, and on the world. For others, inspiration comes from the creativity and ability of those around them. They use the strengths of others to become stronger themselves, and they always surround themselves with people who make them better. When you’re always working on becoming a better version of yourself, success will come to you along the way.

Whether you want to make a positive impact on others, be part of a bigger and better picture, or work on becoming a better you, AIL/NIL provides the opportunity to do all of that and more. No matter what inspires you, make sure you always let it fuel your fire. Once you have a clear sense of purpose, the rest will fall into place. Remember that AIL/NIL is here to give you all the tools, instruction, and guidance you need to reach your goals, but you’re the one who needs to get the engine running.

Congratulations to our top producers and to all of you who show up inspired every day. Let that inspiration give you the spark you need, and let it guide you all the way to your incredible destination. 🎯

SPOTLIGHT

ARC.AILife.com/Spotlight.aspx
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NEWS

FEBRUARY 2024

VOL. 57 NO. 2

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NIL is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@AILife.com.



Required Retention Rate

Effective Feb. 1, 2024, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: 76.0%
Net to Gross: 80%

Dates to Remember

eApp business and paper applications subject to the 7-day hold should be uploaded or sent to Home Office by **Friday 03/22** before **2:00pm Central**. Paper apps excluded from the 7-day hold and PR credits should be sent to Home Office by **Wednesday 03/27**. eApp business excluded from the 7-day hold should be uploaded by **Friday 03/29** before **4:30pm Central** to count for **March** production.

eApp cutoff has been extended to 3:30pm Central every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00pm Central cutoff time.

\$9,651,814

in total BONUSES were paid out this month by AIL/NIL. For more information on the monthly bonuses, turn to **Pages 56-65**.

\$9,882,138

in total December RENEWALS were paid out in January to 6,561 total agents.

Correction

In the January 2024 issue of *Spotlight*, **Jihad Ottallah** should have been listed as a Million Dollar Club qualifier.



JIHAD OTTALLAH
S-S-Parks-Salvaggi
Contracted 9/10/19
Qualified 12/31/23
\$1,017,934 Net ALP

*** Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2025 Awards Presentation are: the Top SGA per category for Categories I-XIII will be recognized on highest percentage of Net ALP Growth. The top MGA, RGA and Legacy RGA from each category based on Growth (minimum 10%), the top ten Rookie Individual Producers & the top ten Veteran Individual Producers based on Net ALP, the top PR Representative from each category and the top PR Manager from each category based on the Growth Objective. View the 2025 Convention Qualifications online at ARC.AILife.com or ARC.NILife.com. **Check your production! If there is an asterisk by your position, you could be on your way to Caesars Palace in Las Vegas. The convention will be held May 7-10, 2025.**



LOOK FOR ME!

ANNIVERSARIES

32 YEARS OF SERVICE

Chuck Hill, PR
30 YEARS OF SERVICE
 Melinda-Rae Lyse, RGA
22 YEARS OF SERVICE
 Michelle Baxter, PR
 Patrick Duray, PR
21 YEARS OF SERVICE
 Byron Paz, SGA
 Desi Dimitrova, SGA
 Patrick Stenglein, MGA
19 YEARS OF SERVICE
 Ronald Rivera, RGA
 Matthew Willrodt, AGT
18 YEARS OF SERVICE
 Katherine Fallon, AGT
 Ewa Marinaccio, AGT
17 YEARS OF SERVICE
 Kasali Kotun, RGA
 Tiffany Wagner, SGA
16 YEARS OF SERVICE
 Vera Leus, SA
 William Parmeter, RGA
15 YEARS OF SERVICE
 Lidia Meglei, GA
 Brian Schreiter, SGA
 Carmella Swanson, PR
14 YEARS OF SERVICE
 Michael Burningham, RGA
 Travis Picklesimer, RGA
 Gregory VanSuch, AGT
13 YEARS OF SERVICE
 Aaron Chen, MGA

Andrew McQuade, SGA
 Ransley Vazquez, RGA
12 YEARS OF SERVICE
 Patrick Knouse, RGA
 Mark Lomonaco, RGA
 Sione Maumau, AGT
 Victoria Perea, MGA
 Antonio Reyes, MGA
11 YEARS OF SERVICE
 Sheila Downey, AGT
 Shanita Friedlander, GA
 Jeffrey Hall, RGA
 Harvey Quinn, AGT
 Eric Snyder, RGA
 Joshua Yurinko, SA
10 YEARS OF SERVICE
 Alvin Ali, AGT
 Jordan Graham, AGT
 Joshua Krueger, SGA
 Carlton Mack, GA
 Derek Woo, SA
9 YEARS OF SERVICE
 Curtisha Cook, MGA
 Richard Millington, AGT
 Raul Rojas, RGA
 Jenny Rosales, MGA
 Jagdish Sukhu, MGA
 Justin Sutton, RGA
 Erika Torres, AGT
8 YEARS OF SERVICE
 David Bilotti, GA
 Nina Blackmon, MGA
 Mark Diskin, GA

Mary Munsey, AGT
 Rex Munsey, MGA
 Ryan Ohm, AGT
 Temesghen Starr, GA
 Daisy Vasu, RGA
7 YEARS OF SERVICE
 Betsy Adney, AGT
 Cristian Alaimo, AGT
 Augusto Arango, RGA
 Kevin Butchino, AGT
 Megan Connors, MGA
 Cathy Dishong, AGT
 Gerardo Gonzalez, SA
 Rachel Whiting, GA
 Rovena Lulgjuraj, AGT
 Aaron Piotrowski, RGA
 Eleanor Powell, AGT
 Angela Rodriguez, AGT
 Sean Shepherd, AGT
 David Staffieri, RGA
 Richard Zuccato, MGA
6 YEARS OF SERVICE
 Kwabena Antwi, RGA
 Hunter Bischoff, AGT
 Brandon Hamilton, SA
 Sayed Hashimi, MGA
 Robert Hepler, RGA
 Dustin Hess, SA
 James Hinton, SA
 Jordan Little, GA
 Shellee Mehlinger, GA
 Darez Meriwether, RGA
 Oludoyin Omolaja, AGT

Maria M Ramirez, AGT
 Phillip Rigoli, MGA
 Chevon Riley, GA
 Gregory Rudolph, RGA
 Ian Zollos, RGA
5 YEARS OF SERVICE
 James Butler, AGT
 Keenan Necessary, RGA
 Cedar Hansen, SA
 Lloyd Patterson, SA
 Daniel Ramirez, SA
 Ireland Sirni, GA
 Klyo Vidal, SGA
 Rachel Whiting, GA
4 YEARS OF SERVICE
 Normaned Arocho Pendas, MGA
 April Baxter, PR
 Tiffany Bertao, GA
 Sean Shepherd, AGT
 LaQuanda Calhoun, AGT
 Michael Conner, GA
 Bernadette De Guzman, AGT
 Michael Geyer, RGA
 Scott Leathers, SA
 Richard Leveille, GA
 Cameron Mack, GA
 Robert Middendorf, AGT
 Karen Mosley, GA
 Tevin Overton, AGT
 Shawn Penner, SA
 Marcus Rogerson, AGT
 Charles Powers, AGT
 Anjelica Rueda, GA

Blair Sheppard, RGA
 Kettia Simon, SA
 Courtney Somsan, MGA
 Josh Spence, GA
 Alessandro Succurro, GA
 Sharon Wright, GA
3 YEARS OF SERVICE
 Nathaniel Bermes, RGA
 Derek Burnett, SA
 Joshua Butrey, MGA
 Dan Devries, SA
 Austin Ewing, SA
 Julian Ezigbo, GA
 Madison Frattolin, AGT
 Gavin Gambhir, MGA
 Nicole Guiho, AGT
 Michael Harvey, MGA
 Danielle Hercules, AGT
 Virilinda Holmes, AGT
 Darryl Huggins, SA
 Sean Hylton, GA
 Mathew Kahwaji, MGA
 Todd Landow, GA
 Outtara Ly-Beltre, MGA
 Michael Maloney, RGA
 Genesis Montiel, GA
 Christian Navarro, MGA
 Giselle Navarro Zuniga, GA
 Christina Pappas, AGT
 Mayra Rivas, SA
 Shellee Rogerson, AGT
 Betzabeth Salazar, GA
 Tabitha Sanders, GA

Karen Stanley, SA
 Lynn Svoboda, GA
 Molly Tice, GA
 Alianna Tineo, SA
 Asata Walker, GA
2 YEARS OF SERVICE
 Paola Asaro Avila, AGT
 Donte Burnett, AGT
 Franko Bilbili, GA
 Brennen Brumfield, GA
 Jordan Royce, AGT
 Lee Samatowic, GA
 Valerie Sanchez, MGA
 Colleen Senecal, SA
 Tara Shead, PR
 Stephanie Silva, SA
 Vandell Simpson, SA
 Alisha Smith, MGA
 Brandon Smith, AGT
 Terrence Stewart, AGT
 John Thomas, GA
 Chris Tsiamis, SA
 Nelson Villegas, SA
 Kristie Wagner, RGA
 Jacqueline Walter, AGT
 Patricia Zeitz, GA
1 YEAR OF SERVICE
 Gabriel Abuau, AGT
 Joy Adesuyi, AGT
 Kayla Alligood, GA
 Kara Johnson, AGT
 Arielle Anderson, SA
 Jennifer Anderson, SA

Lance Manago, MGA
 Eric Markland, SA
 Samantha McComas, MGA
 Ryme Morozowski, RGA
 Oscar Munoz Tirado, SA
 Donita Myles, GA
 Marisone Navor, GA
 Keenan Necessary, AGT
 Bryan Owens, GA
 Marcos Padilla, GA
 Donte Burnett, AGT
 Jamie Caldwell, MGA
 Canaan Cleveland, MGA
 William Curl, GA
 De Lorian Day, GA
 Marcus Dill, SA
 Jesse Dobrzanski, AGT
 Angela Dorival, AGT
 Joshua Doty, AGT
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 Olaniyan Eaglin, GA
 David Gallagher, GA
 Danny Geva, GA
 Joanna Grossman, GA
 Harbi Hamdan, GA
 Shayla Harris, SA
 Trevor Hawkins, MGA
 Kari Hugel, GA
 Katrina Iott, MGA
 Alejandro Jordan, GA
 Kara Johnson, AGT
 Christina Konstanzer, GA
 Francisco Lopez, SA

Ahmad Agel, GA
 Amanda Arany, AGT
 Savannah Bacher, AGT
 Rosemary Baez, AGT
 Omobolanle Balogun, SA
 Juanita Barr, SA
 Jorge Bazan Gonzales, AGT
 Nathan Bena, SA
 Abbey Bergquist, AGT
 Andrew Black, AGT
 Matthew Bostic, SA
 Jordan Brown, GA
 Ryan Bucher, SA
 Jessica Burghardt, SA
 Mitchell Burrows, SA
 Anitra Busby, AGT
 Louis Calabrese, SA
 Maria Canga Carrillo, AGT
 Deborah Carter, AGT
 Rebecca Chacon, SA
 Grant Chapoton, SA
 Brian Colarusso, MGA
 Allissa Collins, MGA
 Caleb Conley, SA
 Sherlock Corroba Cuellar, AGT
 Ricardo Cors, AGT
 George Davis, SA
 Donya Devore, MGA
 Antoine Dodson, AGT
 Mickaela Donais, AGT
 Anastasia Dvoryankina, AGT
 Heather Eckstein, AGT
 Shatha Emachah, SA

Dawn Erceg, SA
 Jacob Espitia, SA
 Bernardo Estevez, AGT
 Jennifer Exum, GA
 Rachel Ezime-Woods, AGT
 Evangelos Feola, GA
 James Fields, SA
 Avery Francisco, AGT
 David Freitas, SA
 Ryan Geyer, AGT
 Jacqueline Giblin, PR
 Nadir Gjinatori, SA
 Theresa Goldman, SA
 Louie Gonzalez, SA
 Xaiver Goodridge-Pruitt, SA
 Kendall Goslee, SA
 Raquel Grays, GA
 Jessica Gruver, SA
 Claire Guy, GA
 Danna Hajali, AGT
 Pearlene Hambrick, SA
 Logan Hess, AGT
 Lenore Hetzel, AGT
 Kyle Higley, AGT
 Ilene Hirsch, SA
 Brandie Holland, AGT
 Michael Hutchison, MGA
 Carla Ibarra, AGT
 Ebikomboere Igo, SA
 Michael Ihediwa, AGT

Tangela Jackson, AGT
 Serage Jamil, SA
 Christopher Jason, MGA
 Kathy Jo Jirinec, AGT
 Jamel Johnson, AGT
 Jordan Jones, SA
 Robin Korevaar, SA
 Michael Krzyston, SA
 Shivanni Lakhani, GA
 Bridget Langford, AGT
 George Langis, AGT
 Anika Lattibeaudere, AGT
 Ana Gabriela Lechuga, GA
 Samantha Lickfold, SA
 Katherine Lim, AGT
 Kaylee Luttrell, GA
 Liomar Marval, AGT
 Mosi McKie-Nava, AGT
 Alexis Middendorp, SA
 April Mielke, SA
 Matthew Mills, SA
 Yesenia Morales, AGT
 Kayla Morris, SA
 Ileana Navarro Dorantes, SA
 Zachery Nelson, MGA
 Folly Niamazumi Mwense, SA
 Samirah Nizami-Lodhi, AGT
 Matthew Norcup, SA
 Yesenia Ortiz, AGT
 John Owens, SA
 Shelbie Pagan, SA
 Sara Paque, AGT
 Rahne Parker, AGT

Robert Pastor, AGT
 Nicholas Perry, SA
 Patricia Phillips, AGT
 Kaley Pichura, AGT
 Walter Ramsaran, AGT
 Jensen Rapp, AGT
 Terrek Ray, AGT
 Axyle Reddicks-Schilling, SA
 Geneva Renzetti, SA
 Cara Richard, GA
 David Riggins, SA
 Tatyana Rivera, SA
 Maria Rosales, SA
 Adam Russell, MGA
 Matthew Russo, AGT
 Fashion Ryals, AGT
 Sandra Rybak, SA
 Angie Sanabria Quintero, GA
 Joncarlos Sanchez, SA
 Marisela Sanchez, MGA
 Kayla Shelton, SA
 Thomas Siebert, SA
 Samuel Siegel, SA
 Andrea Silva, GA
 Jodi Skillin, PR
 Deveran Smith, GA
 Salvatore Sortino, MGA
 Shawn Spalding Hall, AGT
 Shilinda Spencer, SA
 Cassandra Squires, SA
 Rosalyn Stanley, AGT
 Dale Steely, MGA
 Natalia Sucre Hernandez, SA

Julianne Sullam, AGT
 Carlela Sullivan, AGT
 Jodie Talamante, AGT
 Tycoures Taylor, SA
 Marvin Toma, SA
 Shawn Toma, GA
 Preston Turchin, SA
 Latoya Turner, GA
 Kayla Upmeyer, SA
 Norma Urbaz, AGT
 Madeleine Vaughn, MGA
 Majella Villacorta, AGT
 Taleah Warren, AGT
 Nasir Watkins, AGT
 Heather Watson, SA
 Logan Wertman, AGT
 Dan Wilcox, AGT
 Danielle Wilder, SA
 Kayla Willingham, GA
 Michael Witherby, AGT
 James Wolf, AGT
 Makenzie Wolford, GA
 Renee Wong, SA
 Nolan Yarrington, MGA
 Gianni Zayas, AGT
 Renee Zimmerman, AGT

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 Michael Gerstein
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 Kelechi Anele
 Daniel Arzate Roa
 Kenneth Barker
 Christopher Bentley
 Alexandra Berberich
 Christopher Dark
 Nelson Desmond
 Ahmed Elagrab
 Carol Fernandez
 Rachael Fleming
 Micah Focken
 Bryan Fronenberg
 Johnny Fuller
 Johny Gerges
 Michael Geyer
 Jonathan Giaco
 Sierra Hartwig
 Jillian Heaney
 Gunnar Jorstad
 Danny Juskiw
 Jake Kim
 Regina Koonce
 Maria Lagios
 Lisa Lawrence
 Erica Lent
 Michael Maloney
 Kurt Meaux
 Eldine Mpanzu
 Tyler Parker
 Raul Pinto
 Troy Plummer
 Aldo Ramirez Marinelli
 Daniela Rangel
 Luciano Valero Vidal
 Jennifer Waugh
 Dillon Zartman

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 Luis Almaguer
 Normaned Arocho Pendas
 David Asbra
 Timipre Barigha
 Lauretta Bawo
 Corey Beuschel
 James Bode
 Nicklaus Boker
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 Sadaf Bukhari
 Joshua Butrey
 Maura Castelli
 Caleb Chipgus
 Bradley Christiansen
 Genevieve Clements
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 Alyssa Contreras
 Devon Conway
 Tara Cottongim
 Michael Cox
 Ariane Davis
 Gina Davis
 Nicole Davis
 Donya Devore
 Dirk Devries
 Mason Duty
 Aaron Edelman
 Zakaria Elgahmi
 Brandon Farias
 Sylvia Faucher
 Jacques Flynn
 Roger Fredericks
 Kian Frost
 Aaron Gamalinda
 Nicholas Geyer
 Bradley Harrell
 Carey Hartman
 Michael Harvey
 Semaj Henderson

Sean Henry
 Dorian Hensch
 Donald Hollen
 Ryan Hritz
 Michael Hutchison
 Ashley Hutson
 Asante Jackson
 Dana Jasick
 Christopher Jason
 Jason Kelley
 Woodrow Kincaid
 Jacob Lavallie
 Clayton Lite
 Christopher Lovato
 Nathaniel Magda
 Alejandra Maldonado
 Nathaniel Marco
 Angel Marquez
 Zachary Marshall
 Dana Martin Gonzalez
 Samuel Marzula
 Jeffery May
 Montana McDonald
 Abigail Trifone
 Kathleen Mezik
 Mitchell Mickovic
 Rex Munsey
 Alicia Nieman
 Tebi Njilefack
 Connor O'Donnell
 Sarek Osborne
 Arianna Patterson
 Anisa Pecukja
 Dmitry Pendro
 Jack Pentek
 Yolamar Picon Mora
 Micah Poplin
 Jacqueline Prieto
 Cindy Ramirez
 Rebecca Rehrig
 Luke Reiter

Antonio Reyes
 Hecy Rivas
 Christopher Rives
 Adrion Robertson
 Amalia Rodriguez De Nava
 Lennis Rodriguez Mesa
 Cesar Romero Vasquez
 Kristina Ryssina
 Cash Sampson
 Robert Sasano
 Michael Schaefer
 Jessenia Shavlik
 James Snipes
 Jesse Spencer
 Lindsey Stakset
 Dale Steely
 Cross Stepkowski
 Nelson Sucre
 Endy Suriel
 Cherrish Taylor
 Markell Thomas
 Grant Thompson
 Blake Tomblin
 Abigail Trifone
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 Jalesa Wellscharris
 Dorareno Wilson
 Fabian Wilson
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70% GENERAL AGENT
 Rocky Allen
 Lauren Appelbaum
 Mama Atetu
 Jerry Bivens
 Nancy Covarrubias
 Damian Davis
 Ashley Edwards
 Alucian Fearmonti
 Braeden Gilbert

Natalee Graham
 Kristina Guerrero
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 Joshua Martinez
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 Miles Mustifil
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 Alexis Naranjo
 Travis Odum
 Maddy Penuela
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 Daniel Sanchez
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 Kasandra Steely
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 Damon Wang
 Melanie Willis
 Marlise Yameogo
 Lukas Yoder
67.5% GENERAL AGENT
 Gaven Aden
 Rex Munsey
 Montzer Alwatan
 Patrick Barnes
 Joshua Berduo
 Jackson Brady
 Tovi Burch
 Ty Burkholder
 Ryan Burns
 Dameyan Chambers
 Austin G Clark
 Alexander Cohen
 Nicole Connors
 Dana Cortez
 Angelo Cupani
 Mario Damico

Elizabeth Dillon
 Cameshia Dowdell
 Christina Fisher
 Katherine Flores Alfaro
 Samuel Franchini
 Maricela Gerardino
 Jacob Glover
 Max Gold
 Aaron Greenspan
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 Steven Harding
 Jerome Harris
 Roger Harris
 David Hart
 William Heilman
 Autumn Hoeffler
 Kahlil Jackson
 Kekoa Jacobs
 McKenna Jakunskas
 Christopher Jeantet
 Meredith Jones
 Trey Jungers
 Shivanni Lakhani
 Marliese Regalini
 Erika Aldana Santana
 Azaharys Amaro
 Ana Balderas
 Trevor Beal
 Kamryn Blevins
 Jennifer Boyd
 Tori Brodman
 Yrazu Carmona Rosales
 Enzo Morlacci
 Donita Myles
 Marisone Navor
 Leonard Pataca
 Nicholas Poborsky
 Lawrence Pryor
 Susan Quassani
 Tyler Roenicke
 Humberto Romero

Fredda Saade Avendano
 Tyler Shaffer
 Tyler Sikarskie
 April Simmons
 Khush Tailor
 Vanessa Tedesco
 Erick Tercero
 Martin Toma
 Jamie Trieschmann
 Jael Valerio
 Kaylee Wagner
 Rachel Walker
 Rachel Watson
 Marshall Weinberg
 Gabriella Weisbom
 Isaac Whiting
 Rodriguez Williams
60% GENERAL AGENT
 Toby Lind
57.5% GENERAL AGENT
 James Ortega
65% SUPERVISING AGENT
 Maria Acuna Regalini
 Erika Aldana Santana
 Azaharys Amaro
 Ana Balderas
 Trevor Beal
 Kamryn Blevins
 Jennifer Boyd
 Tori Brodman
 Yrazu Carmona Rosales
 Enzo Morlacci
 Donita Myles
 Marisone Navor
 Leonard Pataca
 Nicholas Poborsky
 Lawrence Pryor
 Susan Quassani
 Tyler Roenicke
 Humberto Romero

Alfred Gilbert
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 Jada Hall
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 Daniel Perez
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 Nelson Pulido
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 Said Sabbagh
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 Anna Sorin
 Natalia Sucre Hernandez
 Wayne Sullivan
 Jennifer Teague
 Patricia Ugaz
 Danielle Urtnowski
 Anthony Welsh
 John Whitaker
 Teriani Whittington
 Christopher D Williams
 Warren Williams
62.5% SUPERVISING AGENT
 Braxton Adams
 Guevera Al
 Pedro Albuquerque

Ariana Antenor
 Andrea Arabia Robles
 Patricia Bahati
 Bailey Billings
 Michael Bittner
 Brooke Blea
 Aliyah Borcher
 Matthew Bostic
 Aiden Brady
 Dustin Brown
 Bianca Caballero
 Joseph Cammarata
 Luis Canchica
 Alex Carr
 Staphany Castillo
 Dayani Castro
 Angie Colina Rivero
 Candice Collins
 Jonas Conner
 Fotini Kristuli
 Ian Kumar
 Aidan Lillis
 Zachary Lisien
 Sarah Cruz
 Sophie Daubner
 Olivia Delano
 Mason Dicks
 Desmond Dockree
 Kiereyon Evans
 Wasim Ferhat
 Skylar Fielder
 Kayla Fiore
 Heather Fischer
 Aubrey Fitts
 William Fowler
 Marqus Freeman
 Zeveyon Furcron
 Gerasimos Galiatsatos
 Gabriela Garcia Coro
 Joe Garcia-Leon
 Kendall Gildersleeve

Luis Gonzalez
 Passionare Green
 Chaz Griffin
 Reza Hajian
 Terry Hall
 Sara Hart
 Dallas Heinemann
 Jonah Helland
 Cole Hopkins
 Serage Jamil
 Kyle Jeffery
 London Jensen
 Amanda John
 Tamika Johnson
 Isaac Kahtan
 Nawras Kanan
 Keaton Klinski
 Surdey Kmetz
 Colby Kmetz
 Fotini Kristuli
 Ian Kumar
 Aidan Lillis
 Zachary Lisien
 Sarah Cruz
 Sophie Daubner
 Olivia Delano
 Mason Dicks
 Desmond Dockree
 Kiereyon Evans
 Wasim Ferhat
 Skylar Fielder
 Kayla Fiore
 Heather Fischer
 Aubrey Fitts
 William Fowler
 Marqus Freeman
 Zeveyon Furcron
 Gerasimos Galiatsatos
 Gabriela Garcia Coro
 Joe Garcia-Leon
 Kendall Gildersleeve

Ailyin Montilla
 Brent Moore
 Jordan Moore
 Roberta Moore
 Anna Morningstar
 Haydon Moss
 Jeffrey Moss
 Sandra Moudiougui Ngombo
 Cassondra Nelson
 Domic Oliver
 Ayokunle Oseromi
 Wendso Ouedraogo
 Trina Peck
 Angel Perez
 Idalas Perez
 Namphonh Phimmasanh
 William Pitstick
 Heather Prebble
 Shania Putnam
 Danielle Queen
 Lilita Ramirez
 Christopher Rauf
 Kamberra Richardson
 Jared Rodriguez
 Julianna Rogers
 Brenda Rollins
 Alec Rounsaville
 Jesse Rukin
 Caryn Rutherford
 Ana Sandoval
 Nick Schaefer
 Shyanne Schenck
 Mallory Sitto
 Michael Smith
 Mathew Soltis
 Jessica Sotack
 Steven Sowada
 Travis Speaks
 Robert Steury
 Brandy Stewart
 Zachary Stewart

Darryl Sykes
 Takeya Tatum
 Robert Taylor
 Gavin Thomas
 Jeffrey Thompson
 Cristal Torres
 Jennifer Truitt
 Jessica Truong
 Dylan Twentier
 Leidy Useche Contreras
 Guaroa Victoria
 Christopher Volz
 Brandi Wagner
 Antoneyah Washington
 Katlynn Whitmire
 Ishmael Whitworth
 Connor Williams
 Sashay Williams
 Merveille Yangake
 Michael Zulli
55% SUPERVISING AGENT
 Anthony Spataro
52.5% SUPERVISING AGENT
 Kayla Dillon
 Alex Featherly
 Kevin Ferguson
 Elyzabeth Gannon
 Ashley MaGee
 Joseph Pellicci
 David Schrader
 Hannah Winter
 Parker Wiseth

THINKING LIKE A CHAMPION



Jason Beckman
Division Vice President
PR Field Operations

According to sports psychologist Dr. Jim Afremow, author of "The Leader's Mind: How Great Leaders Prepare, Perform, and Prevail," nobody is born with a "champion's mind gene" — you are not born a champion, you become one. Practice thinking like a champion, and you will start to think and act like they do. Champions only see gold. They never aim or settle for silver or bronze.

Dr. Afremow insists champions set themselves apart not exclusively by the act of their performance, but how they prepare and think about their performance. He recommends the following building blocks for becoming a champion:



Master your mechanics (scripts) and coordination (field activity) to outmaneuver your opponent (prospects and leads) in the field.



Master your thoughts, feelings, and emotions. The only thing you can control on a daily basis is your attitude and your activity. Don't compromise either on your quest to a championship.



Roll with the punches when you lose. A champion doesn't become a champion just by winning, but by their response to a defeat. Champions are devastated by defeat, but aren't discouraged by it. They welcome the opportunity to overcome adversity.

Winning at AIL/NIL requires a commitment to a vision and removing every obstacle that comes our way. Being #1 in a PR category means having to balance your time prospecting original groups, servicing renewals, and being present at group functions. It also means having to withstand contract negotiations, elections, and other internal group matters that can be the cause for delay.

2023 saw several members on the PR team think like a champion as they competed for and won their categories. We had four people qualify for the Founder's Club, which recognizes consistent and exceptional lead generation. There was a minimum of 1,500 leads for four months in a row, setting a new record of excellence.

The unparalleled spirit of supporting working families is what makes this Company unique. We get to help protect the legacy of others while building a legacy of our own. Congratulations to all 2023 Award Winners and to everyone who made a positive impact in the communities we serve and the families we're privileged to protect. 🏆

COMPANY TOTALS

THE TREND CONTINUES —
BEST JANUARY IN COMPANY HISTORY!
ALL-TIME COMPANY RECORD OF CURRENT NET TO GROSS!

Sales

- **\$32,665,382** Net ALP
- 19.5% Growth Over January 2023

Recruiting

- **1,922** New Associates
- Agent Count: **11,120**

Public Relations

- **64,063** leads generated — **10%** increase over January 2023
- **420,923** members signed — **3%** increase over January 2023
- **14,522** ORI leads generated — **25%** increase over January 2023

Quality/Reinstatements

- **5,408** Total Policies Conserved
- **4,948** Reinstatements
- **460** Reopens
- Net to Gross: **89%**
- 13-Month Persistency: **80.57%**
- 4-Month Retention: **79.7%**
- 13-Month Retention: **63.8%**

YOU VS YOU

NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Adan Mata	3	Matthew Turnquist	Daniel Valbrun	2	AO	Ninoska Sanchez	2	Walter Icaza
Jacob Buzzard	2	AO	Tyler Lala	2	Simon Arias	Marcus Aguilar	2	Sabrina Lloyd
Janelle Dutra	2	AO	Garrett Philbeck	2	C-V-Johnson	Courtney Kern	2	Nick Moore
Arthur Francis	2	AO	Morsal Zarif	2	Mathew Hart	Anthony D Williams	2	S-S-Parks-Salvaggi
Nicholas Keeley	2	AO	Fernando Marquina Saade	2	Walter Icaza	Jared DeLeon	2	Washington-Washington
Emily Rogers	2	AO	Andrews Salas Gomez	2	Walter Icaza			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Ashley Rust	7	AO	Angel Marquez	4	Walter Icaza	Tyler DuBois	3	Nick Moore
Jessica Chang	6	AO	Michael Cirelli	4	Nick Moore	Jake Gelb	3	Moore-Sodan
Jusem Hajali	6	Walter Icaza	Laurence Moore	4	Nick Moore	Kasali Kotun	3	Michael Musso
Mohamed Aljahmi	5	AO	Daniel Pacheco	4	Beto Quintero	Beau Cullen	3	Corey Neff
Mauro Capozucca	5	AO	Sierra Hartwig	4	S-S-Bendure-Hartwig	Cindy Ramirez	3	Corey Neff
Ileana Tineo	5	Zaida Ferrer	Jessenia Shavlik	4	Matthew Turnquist	Caritza Rojas	3	Beto Quintero
Taleb Jammoul Hajali	5	Walter Icaza	Christopher Hintz	3	AO	Cesar Romero Vasquez	3	Beto Quintero
Zach Otto	5	Sabrina Lloyd	Ervin Metaj	3	AO	Carlos Navas	3	Quintero-Vidal
Astrid Ebner	5	Beto Quintero	Mark Neilson	3	AO	Zakaria Elgahmi	3	Darcy Schrieber
Jordan Hamrick	5	Matthew Turnquist	Hecy Rivas	3	AO	Steven King	3	Darcy Schrieber
Joseph Gojcaj	4	AO	Katharine Thorne	3	AO-Lorence	Paul Rumbuc	3	Darcy Schrieber
Carrington Hanna	4	AO	Braydon Cameron	3	Simon Arias	Tyler Teague	3	S-S-Bendure-Hartwig
Andi Iftiu	4	AO	Spencer Kozej	3	Simon Arias	Troy Henderson	3	S-S-Parks-Salvaggi
Mathew Kahwaji	4	AO	Lalitha Janardhanan	3	Slav Bitman	Christopher Montoni	3	S-S-Parks-Salvaggi
Michael McKiernan	4	AO	Stephanie DesForges	3	Denis-Michael Catalano	Logan Buckley	3	Matthew Turnquist
Kevin Swiatek	4	Arias-Dlabik	Romal Omid	3	Mathew Hart	Matthew Ward	3	Josh West

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Torian Fields	4	AO	Sean Gillespie	3	Tiffany Wagner	Kevin Kennedy	2	Gryska-Hamilton
Kelly Betancourt	4	Walter Icaza	Ardian Gojcaj	2	AO	Elmar Aslami	2	Mathew Hart
Carlos Colina	4	Beto Quintero	Melissa Grieb	2	AO	Nicholas Beyer	2	Sabrina Lloyd
Montzer Alwatan	3	AO	Justin Lowe	2	AO	Natalia Beltran Hernandez	2	Michael Musso
Garrett Amora	3	AO	Tyler McKnight	2	AO	Yoline Octave	2	Pappas-Akuamoa
Ahmad Aqel	3	AO	Kevin Musai	2	AO	Eleisa Carlino Andrea	2	Beto Quintero
Abigail Ledesma Sanchez	3	AO	Kara Roenspies	2	AO	Humberto Vivas Soto	2	Beto Quintero
Roberto Vasquez Rodriguez	3	AO	Erald Tomorri	2	AO	Elizabeth Contreras	2	Quintero-Vidal
Damian Woods	3	AO	Clayton Friday	2	Simon Arias	Omaira Garces Ramonez	2	Quintero-Vidal
Karina Moran	3	Zaida Ferrer	Nicholas Geyer	2	Simon Arias	Richard Leveille	2	Joseph Rotolo
Rocsina Concepcion Lopez	3	Walter Icaza	Timothy Quigley	2	Simon Arias	Michael Stuver	2	Darcy Schrieber
Fredda Saade Avendano	3	Walter Icaza	Christopher Jones	2	Arias-Dlabik	Bradley Blumenshine	2	S-S-Parks-Salvaggi
Damaris Trejo	3	Sabrina Lloyd	Samuel Yang	2	Arias-Dlabik	Silas Merkel	2	S-S-Parks-Salvaggi
Roxie Soto	3	Beto Quintero	Kayla Alligood	2	Slav Bitman	Jihad Ottallah	2	S-S-Parks-Salvaggi
Lisbeth Vasquez Rodriguez	3	Beto Quintero	Chante Walker	2	Rachel Brown	Colten Rice	2	S-S-Parks-Salvaggi
Jason Green	3	Darcy Schrieber	Rochelle Watson	2	Denis-Michael Catalano	Josiah Talton	2	Michael Vasu
Santino Ciocca	3	S-S-Parks-Salvaggi	Christopher Gulick	2	Cohen-Velasquez	Isaiah McGee	2	Washington-Washington
Daniel Sanchez	3	Matthew Turnquist	Susan Quassani	2	Fisher-Hall	Kaylee Luttrell	2	Jamison Weatherspoon

RGGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Mark Neilson	21	AO	Eno Iftiu	15	AO	Mario Hajro	14	AO

NEW ASSOCIATE – \$2,250 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:

- SA & GA** – at least two new associates during the month
- MGA** – at least three new associates during the month
- RGGA** – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

THE WINNING MINDSET

"When you cleanse yourself of a big victory, you may open yourself up to the opportunity for an even bigger victory."

- Mike Krzyzewski (Coach K)



Randy Teyssier
Senior Sales Director
American Income/
National Income Division



Now that the dust has settled, all the winners have been announced, the party has ended, and the confetti has been cleaned, it's time to do it again! We all want to win. The question is, "How do we win year after year?" Unlike sports, we don't have an offseason. We are constantly on and must perform and improve every week, but challenges give us the opportunity to improve, learn, and grow. Winning year after year is not a problem, it's a privilege. For almost 20 years I've had the pleasure of working for the greatest Company in the world. And yes, I know I'm biased, but to work for a Company and a sales force that wins year after year is simply amazing!

So, back to the question at hand. How do we win year after year? It starts with the way we think and having a winning mindset. We must clear our thoughts of that big victory, focus on the task at hand, and develop a mindset of determination and discipline. Here are important aspects of creating a winning mindset.

STRATEGY

Strategy is about making specific choices to win and building a business around those choices. The choices we make determine our direction, actions, and whether we win or lose.

THE PLAYBOOK

- Know the 'why': To win consistently, we must have a reason we want to win. Whether it's money, family, opportunity, accolades, or pride, we must acknowledge why winning is important.
- Control the controllables: In our world, activity and attitude are the biggest components of consistent winning. Our altitude is determined by our attitude, so be conscious of this every single day. We must keep

our minds right and our actions in step with our plan.

- Utilize the playing field: We've all heard of home-field advantage, so take advantage of our playing field. Use the tools of being in a virtual world. Whether training or collaborating with clients, create a space that is conducive to thriving.
- Improve daily: To consistently win and grow, take actions to consistently improve each day. We should work on our minds daily through education and stimulation. It's important to continuously develop our skills and ourselves in all aspects of our lives.

GAMETIME

After strategizing, putting a playbook in place, and improving our skills, the only thing left to do is play the game. If we have confidence in our actions, believe in ourselves, and leave everything we have on the field, we can win!

When we cleanse our minds, put a strategy in place, and execute our plan, winning every year is not a problem, it's a privilege. I look forward to continuing growth with all of you again this year. 🏆

Pinnacle RECRUITING CLUB

TOP RECRUITING AGENTS* JANUARY



Sherrie McCarty
10 Recruits
AO



Derek Burnett
6 Recruits
Simon Arias



Mathew Kahwaji
5 Recruits
AO

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Sherrie McCarty	10	Salvatore Sortino	3	Kian Frost	2	Blake McClain	2	Ninoska Sanchez	2
Derek Burnett	6	Kevin Swiatek	3	Franklin Garcia Figuero	2	Alem McKenzie	2	Jose Sardi	2
Mathew Kahwaji	5	Noah Vongunden	3	Michael Geyer	2	Michael McKiernan	2	Nathan Savery	2
Gusmary Cordero	4	Matthew Ward	3	Hemerson Gonzalez	2	Chase Miller	2	Melissa Sidoti	2
Cody Langston	4	Alec Apodaca	2	Luis Gonzalez Gonzalez	2	Karina Moran	2	Clayton Slaughter	2
Arturo Romero	4	Christina Benson	2	Anthony Greco	2	Connor O'Donnell	2	Ingrid Stewart	2
Yrazu Carmona Rosales	3	Mark Bernsdorff	2	Carrington Hanna	2	Destiny Okungbowa	2	Shawn Toma	2
Brian Colarusso	3	Jackson Brady	2	Semaj Henderson	2	Maria Ortega	2	Jonathan Torres	2
Derek Foore	3	Jason Bratin	2	Justin Hermann	2	Tyler Parker	2	Daniel Valbrun	2
Astrid Gomez Castrillon	3	Ana Camacho Ocampo	2	Gabrielle Hollie	2	Alejandra Perozo Montilla	2	Massoud Vaziri	2
Corey Helly	3	Isabella Chacin	2	Brandon Labrador	2	Garrett Philbeck	2	Klyo Vidal	2
Abigail Jones	3	Nicholas Chuma	2	Ethan Lax	2	Nicholas Quintana	2	Victoria Villafana Vivas	2
Tyler Lala	3	Kerry Connolly	2	Safet Malushi	2	Jonathan Rindt	2	Josh West	2
Carlos Navas	3	Cara DeFiore	2	Conor Markins	2	Heccy Rivas	2	William Worthington	2
Mayerlin Ramirez Davila	3	Zakaria Elgahmi	2	James Marks	2	Stella Roznovan	2	Samuel Yang	2
Humberto Romero	3	Carol Fernandez	2	Zachary Marshall	2	Iris Saavedra	2		
Melinda Skinner	3	Clayton Friday	2	Amina Mayzel	2	Nathalyn Sanchez	2		

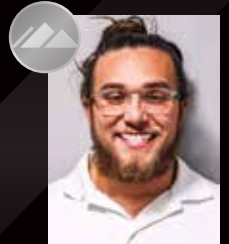
TOTAL PINNACLE RECRUITERS: 364 TOTAL PINNACLE RECRUITS: 489

TOP RECRUITING AGENTS* YTD

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Sherrie McCarty	10	Salvatore Sortino	3	Kian Frost	2	Blake McClain	2	Ninoska Sanchez	2
Derek Burnett	6	Kevin Swiatek	3	Franklin Garcia Figuero	2	Alem McKenzie	2	Jose Sardi	2
Mathew Kahwaji	5	Noah Vongunden	3	Michael Geyer	2	Michael McKiernan	2	Nathan Savery	2
Gusmary Cordero	4	Matthew Ward	3	Hemerson Gonzalez	2	Chase Miller	2	Melissa Sidoti	2
Cody Langston	4	Alec Apodaca	2	Luis Gonzalez Gonzalez	2	Karina Moran	2	Clayton Slaughter	2
Arturo Romero	4	Christina Benson	2	Anthony Greco	2	Connor O'Donnell	2	Ingrid Stewart	2
Yrazu Carmona Rosales	3	Mark Bernsdorff	2	Carrington Hanna	2	Destiny Okungbowa	2	Shawn Toma	2
Brian Colarusso	3	Jackson Brady	2	Semaj Henderson	2	Maria Ortega	2	Jonathan Torres	2
Derek Foore	3	Jason Bratin	2	Justin Hermann	2	Tyler Parker	2	Daniel Valbrun	2
Astrid Gomez Castrillon	3	Ana Camacho Ocampo	2	Gabrielle Hollie	2	Alejandra Perozo Montilla	2	Massoud Vaziri	2
Corey Helly	3	Isabella Chacin	2	Brandon Labrador	2	Garrett Philbeck	2	Klyo Vidal	2
Abigail Jones	3	Nicholas Chuma	2	Ethan Lax	2	Nicholas Quintana	2	Victoria Villafana Vivas	2
Tyler Lala	3	Kerry Connolly	2	Safet Malushi	2	Jonathan Rindt	2	Josh West	2
Carlos Navas	3	Cara DeFiore	2	Conor Markins	2	Heccy Rivas	2	William Worthington	2
Mayerlin Ramirez Davila	3	Zakaria Elgahmi	2	James Marks	2	Stella Roznovan	2	Samuel Yang	2
Humberto Romero	3	Carol Fernandez	2	Zachary Marshall	2	Iris Saavedra	2		
Melinda Skinner	3	Clayton Friday	2	Amina Mayzel	2	Nathalyn Sanchez	2		

TOTAL PINNACLE RECRUITERS: 364 TOTAL PINNACLE RECRUITS: 489

* By number of Pinnacle Recruits. Top Pinnacle Recruiting Agents listed have at least 2 Pinnacle Recruits.
• Spotlight will picture the top 5 Pinnacle Recruiting Agents based on number of Pinnacle Recruits. Spotlight may picture more or less than 5 in case of a tie.
■ The number of YTD Pinnacle Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.



Jorge Del Rio
AO
18 Recruits
PLATINUM



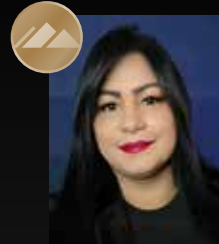
Blake McClain
S-S-Parks-Salvaggi
16 Recruits
PLATINUM



Alexander Gomez
Kevin Holtz
15 Recruits
PLATINUM



Mike Paragiou
S-S-Parks-Salvaggi
15 Recruits
PLATINUM



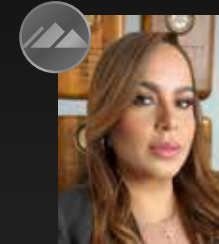
Solgeis Cardozo Mijares
AO
13 Recruits
GOLD



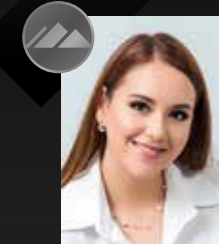
Ninoska Sanchez
Walter Icaza
6 Recruits
SILVER



Jamie Caldwell
Michael Vasu
5 Recruits
SILVER



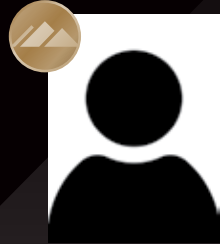
Yennifer Callipare
Walter Icaza
5 Recruits
SILVER



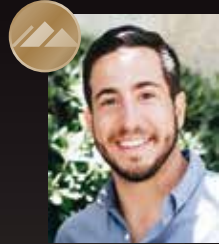
Yrazu Carmona Rosales
Sergio Carta
5 Recruits
SILVER



Gusmary Cordero
Zaida Ferrer
5 Recruits
SILVER



Federico Betancourt
Zaida Ferrer
11 Recruits
GOLD



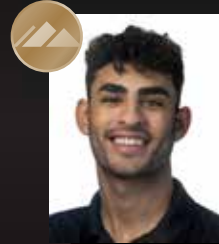
Mathew Kahwaji
AO
11 Recruits
GOLD



Angel C Marquez
Walter Icaza
11 Recruits
GOLD



Salvatore Sortino
AO
11 Recruits
GOLD



Zayd Alwawi
Arias-Dlabik
10 Recruits
GOLD



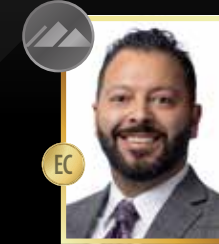
Oriana Malave
AO
5 Recruits
SILVER



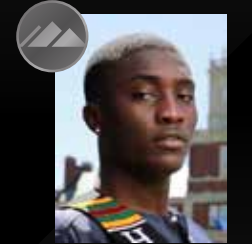
Melissa Hayfa
AO
5 Recruits
SILVER



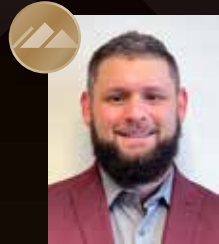
Luke Hollingshead
S-S-Parks-Salvaggi
5 Recruits
SILVER



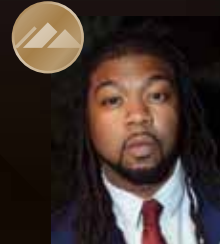
Kevin Holtz
Kevin Holtz
5 Recruits
SILVER



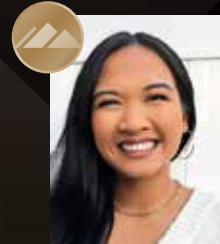
Omar Mbodj
S-S-Parks-Salvaggi
5 Recruits
SILVER



Derek Burnett
Simon Arias
10 Recruits
GOLD



Taurean Flournoy
Weatherspoon-Harris
10 Recruits
GOLD



Crystal Mekdarasack
AO
10 Recruits
GOLD



Ixsen Carrasquel Martinez
Zaida Ferrer
6 Recruits
SILVER



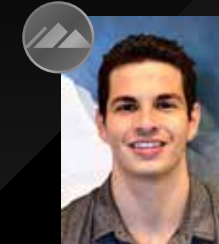
Nick Moore
Moore-Sodan
5 Recruits
SILVER



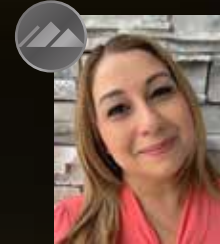
Priamo Persichetti
Michael Vasu
5 Recruits
SILVER



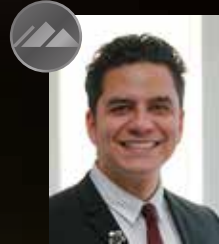
Justin Sutton
Stephen Giddens
5 Recruits
SILVER



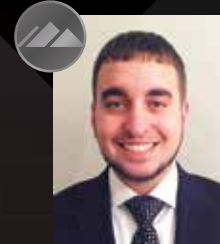
Marshall Weinberg
Simon Arias
5 Recruits
SILVER



Fulvia Ramirez
AO
6 Recruits
SILVER



Rowyn Rivas
Beto Quintero
6 Recruits
SILVER



Joshua Yurinko
Tommy Vena
5 Recruits
SILVER

*By number of eligible Pinnacle Recruits. Club members pictured have at least 5 eligible Recruits. A Pinnacle Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$1,500 Net ALP.

Explore Portugal

Portugal Espera! (Portugal Awaits)

Six Month Contest



January Contest Leaders

Master General Agents

	MGA	CAT	% Baseline Growth	Baseline	Total	SGA
Category 1	Eno Iftiu	1	302.8%	\$1,140,498	\$3,453,046	AO
	Arif Hajro	1	162.5%	797,775	1,296,518	AO
	Bobby Gujral	1	143.7%	696,327	1,000,894	AO
Category 2+	Mathew Kahwaji	RK	315.8%	\$250,000	\$789,613	AO
	Andi Iftiu	RK	291.6%	456,416	1,331,124	AO
	Alon Barnur	2	229.1%	250,000	572,822	AO
	Carrington Hanna	RK	228.9%	250,000	572,203	AO
	Joseph Gojcaj	RK	195.3%	744,501	1,454,231	AO
	Taulant Bane	21	188.0%	250,000	469,927	AO
	Zackarea Hakim	3	185.2%	519,846	962,820	AO
	Jessica Chang	3	184.0%	341,508	628,482	AO
	Justin Haisha	RK	181.5%	250,000	453,635	AO
	Maria Lagios	RK	174.4%	250,000	436,050	AO

Regional General Agents

	RGA	CAT	% Baseline Growth	Baseline	Total	SGA
Category 1	Taulant Bane	1	127.1%	\$2,094,612	\$2,663,259	AO
	Mario Hajro	1	126.1%	2,423,831	3,056,691	AO
	Bobby Gujral	1	125.6%	1,011,675	1,271,063	AO
Category 2+	Eno Iftiu	3	574.4%	\$250,000	\$1,435,988	AO
	Joseph Tomanovich	2	294.7%	273,108	804,925	AO
	Melinda-Rae Lyse	5	233.5%	250,000	583,664	AO
	Jake Yagjian	4	152.4%	389,504	593,462	Albert Serur
	Jessica Chang	5	150.9%	494,340	745,941	AO
	Patrick Donovan	9	139.2%	250,476	348,624	AO
	Mark Bernsdorff	3	135.4%	571,929	774,641	Simon Arias
	Joseph Gojcaj	16	133.7%	250,000	334,338	AO
	Bruce Viaje	5	133.7%	305,577	408,558	AO
David Carpenter	3	129.1%	650,776	840,462	AO	

State General Agents

	SGA	CAT	Growth	Baseline	Total
Category 1	AO	1	119.1%	\$37,809,420	\$45,042,370
	G-A-Gerstein	1	88.2%	2,311,974	2,038,340
	Simon Arias	1	85.7%	7,972,656	6,835,499
Category 2	Beto Quintero	2	88.2%	\$2,618,748	\$2,311,013
	Cohen-Velasquez	2	84.8%	2,561,157	2,172,829
	Satti-Kanaan-Wheeler	2	83.9%	2,314,441	1,941,815
Category 3&4	Arias-Dlabik	4	95.0%	\$1,716,345	\$1,630,796
	Nick Moore	4	87.6%	1,709,526	1,498,215
	Albert Serur	3	82.2%	1,991,802	1,638,010
Category 5+	Zaida Ferrer	10	156.4%	\$775,857	\$1,213,501
	Myaa Fallon	12	124.7%	147,693	184,140
	Rachel Brown	13	113.6%	90,402	102,716
	Kevin Holtz	6	93.5%	753,882	704,855
	Michael Ezeafulukwe	12	91.1%	236,049	214,938
	Prata-Wilson	9	90.2%	471,408	425,229
	Adel Al Choufi Naim	12	88.1%	146,448	129,047
	Phillip Waisman	6	86.2%	626,988	540,502
	Ryan Bisanz	5	84.4%	717,399	605,587
	Mark Beckford	9	83.2%	288,126	239,863

The contest period is business or cards received and processed by Home Office between October 1, 2023 and March 31, 2024. For complete qualifications, rules, and how drawing entries are accrued, refer to the ARC: ARC.AILife.com/default.aspx & ARC.NILife.com/default.aspx

General Agents

	Name	Amount	Codes	SGA
1	Daniel Paravisini	\$678,391	0	AO
2	Roxie Soto	299,991	5	Beto Quintero
3	Austin Timmons	297,415	19	AO
4	Montzer Alwatan	220,292	6	AO
5	Evangelos Feola	216,558	10	Simon Arias
6	Ardian Gojcaj	213,657	12	AO
7	Karina Moran	208,582	7	Zaida Ferrer
8	Michael Kampfer	192,201	2	AO
9	Ian Pickett	191,388	1	AO
10	Erald Tomorri	184,707	11	AO

Supervising Agents

	Name	Amount	Codes	SGA
1	Firat Ucar	\$1,301,595	0	AO
2	Ali Saad	424,340	4	AO
3	Nicholas Keeley	294,395	3	AO
4	Anthony Ruggiero	273,962	0	AO
5	Noor Musleh	213,299	1	S-S-Parks-Salvaggi
6	Alex Cho	203,517	3	AO
7	Alexander Pham	194,043	0	AO
8	Jaxon Bellar	183,509	3	AO
9	Mallory Sitto	179,836	1	AO
10	Aliz Elvira Ruano	178,891	5	Quintero-Vidal

Veteran Producers

	Name	Contest to Date Net ALP	SGA
1	Firat Ucar	\$1,301,595	AO
2	Daniel Paravisini	678,391	AO
3	Marshall Fernandez	438,461	AO
4	Joshua Dishong	397,371	S-S-Bendure-Hartwig
5	Oleg Novitchii	289,291	S-S-Parks-Salvaggi
6	Roger Fredericks	272,565	AO
7	Carmen Arroyo	230,524	Theodore Pappas
8	Salaur Khorrami	222,551	AO
9	Noor Musleh	213,163	S-S-Parks-Salvaggi
10	Michael van Delft	210,888	Satti-Kanaan-Wheeler
11	Ian Pickett	191,388	AO
12	Ardian Gojcaj	185,100	AO
13	Tjgere Morrow	181,537	AO
14	Ervin Metaj	180,534	AO
15	Brandon Bennett	179,669	Simon Arias
16	Serge Brouillette	176,462	AO
17	Roger Fung	176,257	Mathew Hart
18	Meenakshi Chavis	170,167	Andrew McQuade
19	Kevin Musai	163,258	AO
20	Edward DeFurio	158,954	Nick Moore
21	Mariam Alabi	157,330	Moore-Sodan
22	Bradley Christiansen	154,853	AO
23	Kelly Ekker	142,504	Tiffany Wagner
24	Muhammad Mansoor	139,851	AO
25	Austin Rockall	138,493	AO

Rookie Producers

	Name	Contest to Date Net ALP	SGA
1	Ali Saad	\$400,388	AO
2	Anthony Ruggiero	273,962	AO
3	Rolando Mirabal Morales	248,857	Beto Quintero
4	Austin Timmons	239,509	AO
5	Alexander Pham	194,043	AO
6	Michael Kampfer	191,264	AO
7	Joseph Lance	179,290	AO
8	Mallory Sitto	178,999	AO
9	Montzer Alwatan	178,290	AO
10	Garrett Amora	177,740	AO
11	Evangelos Feola	170,693	Simon Arias
12	Fredi Bilbili	168,839	AO
13	Liomar Marval	164,526	Beto Quintero
14	Damian Woods	153,875	AO
15	Henry Long	144,525	AO
16	Gjergi Bego	143,981	AO
17	Franko Bilbili	138,319	AO
18	Nicholas Keeley	137,579	AO
19	Timothy Noe	132,876	AO
20	Leyna Tran	132,230	AO
21	Alexus Hawkins	131,022	Simon Arias
22	Tylar Valdes	128,403	AO
23	Brian Harrington	124,380	AO
24	Edon Nevzadi	120,809	AO
25	Marshall Weinberg	116,490	Simon Arias

Top PR Managers

	Name	Contest to Date % of Obj	Contest to Date % of Growth
1	Maria Siero	97.45%	96.72%
2	Katherine Pratt	86.06%	40.71%
3	Jacqueline Lowe	81.09%	87.98%
4	Amanda Mlinaz	76.02%	20.83%
5	Lacy Martin	75.58%	30.92%

Top PR Reps

	Name	Contest to Date % of Obj	Contest to Date % of ORI
1	Crystal Ewing	204.83%	31.36%
2	Emma Jorgenson	166.39%	27.15%
3	Aaron Mathis	141.55%	80.62%
4	Jodi Skillin	140.22%	26.23%
5	Tina Nanas	134.98%	51.70%

PR Reps with 100% OBJ

	Name	Contest to Date % of Obj	Contest to Date % of ORI
1	Crystal Ewing	204.83%	31.36%
2	Emma Jorgenson	166.39%	27.15%
3	Aaron Mathis	141.55%	80.62%
4	Jodi Skillin	140.22%	26.23%
5	Tina Nanas	134.98%	51.70%
6	Travis Daniels	107.52%	40.42%



2023 CLUB QUALIFIERS



FOUNDER'S CLUB

AGENT	SGA	QUAL	AGENT	SGA	QUAL
Max Quasem	Cohen-Velasquez	59	Muhammad Mansoor	AO	3
Lily Sakai	Cohen-Velasquez	43	Ashley Mysza	Tommy Vena	3
Michael van Delft	Satti-Kanaan-Wheeler	30	Heccy Rivas	AO	3
Muhammed Ashraf	Theodore Pappas	21	Nick Scordos	AO	3
Joachim Jean	Fisher-Hall	21	Lindsay Staffieri	AO	3
Oleg Novitchii	S-S-Parks-Salvaggi	15	Firat Ucar	AO	3
Joey Kennedy	AO	14	Hazem Aboueldahab	AO	2
Bryan Juskiw	S-S-Bendure-Hartwig	13	Ashley Charriere	Satti-Kanaan-Orr	2
Alipate Makau	Steve Friedlander	13	Meenakshi Chavis	Andrew McQuade	2
Carmen Arroyo	Theodore Pappas	12	Lamine Diakhate	Satti-Kanaan-Wheeler	2
Joshua Dishong	S-S-Bendure-Hartwig	11	Alexus Hawkins	Simon Arias	2
Aref Sayegh	Satti-Kanaan-Wheeler	11	Andrea V Laurent	Simon Arias	2
Brock Lampe	AO	10	Edward Leon	AO	2
Ronald Rivera	Cohen-Velasquez	10	Mariana Morales	Sabrina Lloyd	2
Michael Battaglio	G-A-Gerstein	9	Kevin Musai	AO	2
Roger Fung	Mathew Hart	9	Noor Musleh	S-S-Parks-Salvaggi	2
Kevin Ishikane	AO	9	Charles Nacovsky	G-A-Gerstein	2
Ian Pickett	AO	8	Justin Neal	AO	2
Alvin Ali	Andrew McQuade	7	Austin Rockall	AO	2
Jordon Graham	Sabrina Lloyd	7	Michael Scarborough	Simon Arias	2
Daniel Paravisini	AO	7	Blair Sheppard	AO	2
Ladan Rahbary	AO	7	David Staffieri	AO	2
Matthew Zang	AO	7	Richard Tabanji	S-S-Parks-Salvaggi	2
Alexandra Longo	Hart-Lewicki	6	Nikolai Zollinger	Satti-Kanaan-Wheeler	2
Yollette Mompont	Tom Williams	6	Ikram Al-Shobaki	Byron Paz	1
Brandon Bennett	Simon Arias	5	Rea Alwan	AO	1
Kurt Evans	Josh West	5	Mama Atetu	Steve Friedlander	1
Tony Georges	S-S-Parks-Salvaggi	5	Timipre Barigha	AO	1
Ashkan Khoshmagham	AO	5	Franko Bilbili	AO	1
Daniel Li	AO	5	Fredi Bilbili	AO	1
Derrick Mason	Chad Deley	5	Bradley Blumenshine	S-S-Parks-Salvaggi	1
Phi Phan	Desi Dimitrova	5	Panaris Bregu	AO	1
Sarah Saleim	AO	5	Jeremy Bruce	AO	1
Damon Stroup	Mathew Hart	5	Patrice Charles	Simon Arias	1
Chris Anderson	Mathew Hart	4	Laura Chavez	AO	1
Trevor Bailey	Satti-Kanaan-Wheeler	4	Alex Cho	AO	1
Kristi Basho	AO	4	Edward DeFurio	Nick Moore	1
Michael Ellis	AO	4	Elba Diaz	AO	1
Marshall Fernandez	AO	4	Mason Duty	S-S-Bendure-Hartwig	1
Jesse Fullmer	AO	4	Kelly Ekker	Tiffany Wagner	1
Nikolla Lulgjuraj	AO	4	Maxon Elozier	Tom Williams	1
Abraham Mogilevsky	Jamison Weatherspoon	4	Carol Fernandez	Sergio Carta	1
Connor O'Donnell	S-S-Parks-Salvaggi	4	Isaac Foster	AO	1
Arturo Romero	S-S-Parks-Salvaggi	4	Sebastian Frydenberg	Locker-Taylor	1
Massoud Vaziri	AO	4	Tony Geer	S-S-Bendure-Hartwig	1
Scott Whitford	Ryan Bisanz	4	Alexander Gomez	Kevin Holtz	1
Dillon Zartman	S-S-Bendure-Hartwig	4	Kingsley Hansen	Denis-Michael Catalano	1
Natalia Beltran Hernandez	Michael Musso	3	Asiguy Haugabook	AO	1
Andrew Brown	AO	3	Shane Havel	AO	1
Pablo Castro Gaulet	Sergio Carta	3	Richarda Joseph Garcia	AO	1
Truman Falkner	Ralston-Ralston	3	Sylvain Kalombo	Duni Olusegun	1
Omaira Garces Ramonez	Quintero-Vidal	3	Pa Alieu Kasseh	AO	1
Oscar Gastelum	Cindy Furer	3	Adam Kidikas	Josh West	1
Giorgi Gogidze	Albert Serur	3	Christina Konstanzer	Simon Arias	1
Kashala Guiden	Sabrina Lloyd	3	Hussein Kutkut	AO	1
Kasali Kotun	Michael Musso	3	Victoria Lopes	Andrew McQuade	1

MILLION DOLLAR CLUB

5 MDC QUALIFIER	SGA
Joshua Dishong	S-S-Bendure-Hartwig
4 MDC QUALIFIER	SGA
Daniel Paravisini	AO
3 MDC QUALIFIER	SGA
Firat Ucar	AO
Muhammed Ashraf	Theodore Pappas
Kevin Ishikane	AO
Oleg Novitchii	S-S-Parks-Salvaggi
2 MDC QUALIFIER	SGA
Orett Nelson	Chalom-Chalom
Marshall Fernandez	AO
Roger Fredericks	AO
Roger Fung	Mathew Hart
Bryan Juskiw	S-S-Bendure-Hartwig
Joachim Jean	Fisher-Hall
1 MDC QUALIFIER	SGA
Jihad Ottallah	S-S-Parks-Salvaggi
Logan Klink	Simon Arias
Ikram Al-Shobaki	Byron Paz
Nick Scordos	AO
Mark Diskin	Simon Arias
Andrew Brown	AO
Kelly Ekker	Tiffany Wagner
Austin Rockall	AO
Meenakshi Chavis	Andrew McQuade
Michael Battaglio	Giglione-Ackerman
Ladan Rahbary	AO
Constance Tuiteleleapaga	AO
Tiffany Harmouche	S-S-Parks-Salvaggi
Alexandra Longo	Hart-Lewicki
Hakan Ozalpasan	Cohen-Velasquez
Scott Whitford	Ryan Bisanz
Kareem Mutia	AO
Salaur Khorrami	AO
Jesse Fullmer	AO
Tomarus Burks	Tom Williams
Donald Gregoire	Tom Williams
Nikolla Lulgjuraj	AO
Patricia Santamarina	AO
Diana Al Ali	AO
Vera Leus	AO
Hazem Aboueldahab	AO
Bradley Christiansen	AO
Daniel Bean	AO
Agatha Safford	Giglione-Ackerman
Kristi Basho	AO
Tony Geer	S-S-Bendure-Hartwig
Aaron Chen	AO
Jadwiga Martins	AO
Ranjana Chopra	Chalom-Chalom
Cathleen Hairston	Slav Bitman
Jillian Getz	AO
Patrick Donovan	AO
Damaris Trejo	Sabrina Lloyd

PRESIDENT'S CLUB

AGENT	SGA	QUAL	AGENT	SGA	QUAL
Max Quasem	Cohen-Velasquez	20	Nick Scordos	AO	2
Alan Sedaghat	AO	19	Damon Stroup	Mathew Hart	2
Lily Sakai	Cohen-Velasquez	18	Firat Ucar	AO	2
Michael van Delft	Satti-Kanaan-Wheeler	12	Dillon Zartman	S-S-Bendure-Hartwig	2
Brock Lampe	AO	11	Montzer Alwatan	AO	1
Muhammed Ashraf	Theodore Pappas	10	Kevin Beaver	S-S-Parks-Salvaggi	1
Joey Kennedy	AO	10	Natalia Beltran Hernandez	Michael Musso	1
Bryan Juskiw	S-S-Bendure-Hartwig	9	Dalton Cassavoy	AO	1
Kevin Ishikane	AO	8	Pablo Castro Gaulet	Sergio Carta	1
Joachim Jean	Fisher-Hall	8	Patrice Charles	Simon Arias	1
Oleg Novitchii	S-S-Parks-Salvaggi	8	Jessica Davis	AO	1
Alipate Makau	Steve Friedlander	7	Edward DeFurio	Nick Moore	1
Irma Gallardo	AO	6	Michael DeJesus	AO	1
Kashala Guiden	Sabrina Lloyd	6	Mason Duty	S-S-Bendure-Hartwig	1
Ian Pickett	AO	6	Carol Fernandez	Sergio Carta	1
Carmen Arroyo	Theodore Pappas	5	Sebastian Frydenberg	Locker-Taylor	1
Michael Battaglio	Giglione-Ackerman	5	Omaira Garces Ramonez	Quintero-Vidal	1
Roger Fredericks	AO	5	Ardian Gojcaj	AO	1
Alex Miller	Cohen-Velasquez	5	Alexus Hawkins	Simon Arias	1
Matthew Zang	AO	5	Melissa Hayfa	AO	1
Jesse Fullmer	AO	4	Amir Iranidoosthaghighi	AO	1
Alexandra Longo	Hart-Lewicki	4	Pa Alieu Kasseh	AO	1
Ladan Rahbary	AO	4	Christina Konstanzer	Simon Arias	1
Massoud Vaziri	AO	4	Andrea V Laurent	Simon Arias	1
Kristi Basho	AO	3	Liomar Marval	Beto Quintero	1
Andrew Brown	AO	3	Silas Merkel	S-S-Parks-Salvaggi	1
Kurt Evans	Joshua West	3	Mariana Morales	Sabrina Lloyd	1
Marshall Fernandez	AO	3	Charles Nacovsky	Giglione-Ackerman	1
Ashkan Khoshmagham	AO	3	Marisone Navor	AO	1
Kasali Kotun	Michael Musso	3	Connor O'Donnell	S-S-Parks-Salvaggi	1
Edward Leon	AO	3	Dmitry Pendro	Simon Arias	1
Nikolla Lulgjuraj	AO	3	Jimmy Quifille	AO	1
Abraham Mogilevsky	Jamison Weatherspoon	3	Heccy Rivas	AO	1
Daniel Paravisini	AO	3	Anthony Ruggiero	AO	1
Alon Barnur	AO	2	Michael Scarborough	Simon Arias	1
Brandon Bennett	Simon Arias	2	Joseph Sciria	S-S-Parks-Salvaggi	1
Franko Bilbili	AO	2	Blair Sheppard	AO	1
Panaris Bregu	AO	2	David Staffieri	AO	1
Serge Brouillette	AO	2	Lindsay Staffieri	AO	1
Aaron Chen	AO	2	Michele Stewart	AO	1
Alexander Gomez	Kevin Holtz	2	Endy Suriel	Theodore Pappas	1
Gage Harrington	AO	2	Austin Timmons	AO	1
Salaur Khorrami	AO	2	Leyna Tran	AO	1
Nathan Labranche	AO	2	Michael Valent	Simon Arias	1
Nicholas Llewellyn	AO	2	Nikolai Zollinger	Satti-Kanaan-Wheeler	1
Muhammad Mansoor	AO	2			
Tyler McKnight	AO	2			
Ervin Metaj	AO	2			
Kevin Musai	AO	2			
Noor Musleh	S-S-Parks-Salvaggi	2			
Daoud Naser	S-S-Parks-Salvaggi	2			
Brandon Neal	AO	2			
Bruno Nuro	AO	2			
Jihad Ottallah	S-S-Parks-Salvaggi	2			
Sarah Saleim	AO	2			
Jennifer Savino	Albert Serur	2			

PLATINUM PR CLUB

PR REP	DIRECTOR	QUAL
Brenda Di Somma	Jason Beckman	14
Malka Arony	Stephanie Baumann	12
Anna Guido Rohrer	Michelle Baxter	2
Kathy Pappas	Michelle Baxter	2
Travis Daniels	Jason Beckman	1
Laurie Gruber	Stephanie Baumann	1
Celia O'Dell	Jason Beckman	1

PR REP	DIRECTOR	QUAL
Erica Dalager	Stephanie Baumann	1

PR REP	DIRECTOR	QUAL
Malka Arony	Stephanie Baumann	18

MOST GENERATED CARDS IN A CALENDAR YEAR

PR MARKETING SPECIALIST	DIRECTOR	QUAL
Celia O'Dell	Jason Beckman	1

GLOBE LIFE AIL/NIL DIVISION **2023 AWARD WINNERS**

Rookie Individual Producer of the Year



#1 Franko Bilbili
 Net ALP: \$565,168
 RTN: 81.5
 SGA: AO



#2 Ali Saad
 Net ALP: \$512,899
 RTN: 77.7
 SGA: AO



#3 Austin Timmons
 Net ALP: \$394,765
 RTN: 93.0
 SGA: AO



#4 Alexis Hawkins
 Net ALP: \$394,753
 RTN: 83.7
 SGA: Simon Arias



#5 Montzer Alwatan
 Net ALP: \$371,792
 RTN: 91.1
 SGA: AO



#6 Anthony Ruggiero
 Net ALP: \$369,259
 RTN: 84.5
 SGA: AO



#7 Hussein Kutkut
 Net ALP: \$354,157
 RTN: 80.5
 SGA: AO



#8 Leyna Tran
 Net ALP: \$311,249
 RTN: 81.1
 SGA: AO



#9 Damian Woods
 Net ALP: \$310,293
 RTN: 76.1
 SGA: AO



#10 Michael Grudzien
 Net ALP: \$296,162
 RTN: 76.8
 SGA: AO

Veteran Individual Producer of the Year



#1 Firat Ucar
 Net ALP: \$2,377,161
 RTN: 89.0
 SGA: AO



#2 Daniel Paravisini
 Net ALP: \$2,177,064
 RTN: 90.2
 SGA: AO



#3 Marshall Fernandez
 Net ALP: \$856,411
 RTN: 85.9
 SGA: AO



#4 Joshua Dishong
 Net ALP: \$819,435
 RTN: 77.5
 SGA: S-S-Bendure-Hartwig



#5 Oleg Novitchii
 Net ALP: \$786,350
 RTN: 82.7
 SGA: S-S-Parks-Salvaggi



#6 Carmen Arroyo
 Net ALP: \$632,674
 RTN: 81.2
 SGA: Theodore Pappas



#7 Salaur Khorrami
 Net ALP: \$555,308
 RTN: 90.2
 SGA: AO



#8 Ian Pickett
 Net ALP: \$539,313
 RTN: 86.6
 SGA: AO



#9 Roger Fredericks
 Net ALP: \$498,211
 RTN: 83.7
 SGA: AO



#10 Roger Fung
 Net ALP: \$497,811
 RTN: 79.9
 SGA: Mathew Hart



#1 Mohamed Aljahmi
 First 6 Mo: \$822,959
 RTN: 80.0
 SGA: AO



#2 Nelson Sucre
 First 6 Mo: \$745,483
 RTN: 80.0
 SGA: Sergio Carta



#3 Kolin Delija
 First 6 Mo: \$652,650
 NTG: 89
 SGA: AO





#4 Tyler McKnight
 First 6 Mo: \$606,868
 RTN: 80.3
 SGA: AO



#5 Joshua Butrey
 First 6 Mo: \$577,934
 RTN: 78.9
 SGA: S-S-Parks-Salvaggi

MORE →

 = Record-breaker  = 2023 Top Producers Council



2023 AWARD WINNERS



#1 Justin Maska
Growth: 322.2%
Net ALP: \$1,052,426
RTN: 75.9
SGA: Arias-Dlabik



#1 Carmen Pena Guedez
Growth: 123.3%
Net ALP: \$535,949
RTN: 77.8
SGA: Jesus Romero



#1 Stuart Pagan
Growth: 170.7%
Net ALP: \$649,603
RTN: 81.2
SGA: Mathew Hart



#1 Patrick Donovan
Growth: 29.8%
Net ALP: \$311,508
RTN: 78.4
SGA: AO



#1 Alexandra Graham
Growth: 77.7%
Net ALP: \$426,567
RTN: 97.0
SGA: Greg Graham



#1 Eno Iftiu
Growth: 96.1%
Net ALP: \$7,185,597
RTN: 78.5
SGA: AO



#1 Jenny Kim
Growth: 25.5%
Net ALP: \$1,446,387
RTN: 77.7
SGA: AO



#1 Steven King
Growth: 82.2%
Net ALP: \$2,101,306
RTN: 79.5
SGA: Darcy Schrieber



#1 Bledar Bane
Growth: 224.5%
Net ALP: \$3,118,673
RTN: 85.3
SGA: AO



#1 Ian Zollos
Growth: 140.1%
Net ALP: \$2,003,040
RTN: 77.6
SGA: S-S-Parks-Salvaggi



#1 Taulant Bane
Growth: 324.0%
Net ALP: \$1,017,705
RTN: 81.2
SGA: AO



#1 Taulant Bane
Growth: 122.0%
Net ALP: \$5,685,160
RTN: 83.7
SGA: AO



#1 Eric Thompson
Growth: 47.6%
Net ALP: \$2,393,873
RTN: 79.2
SGA: S-S-Parks-Salvaggi



#1 Christopher Hintz
Growth: 84.4%
Net ALP: \$1,681,240
RTN: 86.9
SGA: AO



#1 Jake Yagjian
Growth: 23.3%
Net ALP: \$1,394,359
RTN: 83.3
SGA: Albert Serur



#1 Ashley Rust
Growth: 133.6%
Net ALP: \$1,662,639
RTN: 76.8
SGA: AO



#1 Carlo Buhay
Growth: 96.7%
Net ALP: \$1,246,083
RTN: 79.3
SGA: AO



#1 Nick Scordos
Growth: 67.1%
Net ALP: \$1,012,375
RTN: 83.8
SGA: AO



#1 Nicholas Chuma
Growth: 83.2%
Net ALP: \$2,431,670
RTN: 75.3
SGA: S-S-Bendure-Hartwig



#1 Justin Adams
Growth: 113.9%
Net ALP: \$1,063,850
RTN: 81.5
SGA: Simon Arias



#1 Jessica Chang
Growth: 124.4%
Net ALP: \$1,882,601
RTN: 79.8
SGA: AO



#1 James Marks
Growth: 75.5%
Net ALP: \$934,870
RTN: 79.6
SGA: Simon Arias



#1 Mark Dushaj
Growth: 306.1%
Net ALP: \$1,286,403
RTN: 79.3
SGA: AO



#1 Andrew Chambers
Growth: 28.2%
Net ALP: \$651,072
RTN: 76.1
SGA: Philip Prata



#1 Patrick Donovan
Growth: 187.0%
Net ALP: \$688,729
RTN: 75.9
SGA: AO



#1 Jennifer Ragan
Growth: 56.2%
Net ALP: \$720,248
RTN: 80.6
SGA: AO



#1 Brandon Hughes
Growth: 176.0%
Net ALP: \$990,469
RTN: 82.6
SGA: AO



#1 Caritza Rojas
Growth: 121.1%
Net ALP: \$848,386
RTN: 86.1
SGA: Beto Quintero



#1 Ross Ewen
Growth: 93.8%
Net ALP: \$593,618
RTN: 83.6
SGA: Kevin Holtz



#1 Abigail Luna Rodriguez
Growth: 62.5%
Net ALP: \$591,734
RTN: 86.7
SGA: AO



#1 Phi Phan
Growth: 121.9%
Net ALP: \$547,784
RTN: 84.3
SGA: Desi Dimitrova



#1 Carlo Buhay
Growth: 69.6%
Net ALP: \$407,048
RTN: 79.7
SGA: AO



#1 Aaron Friedlander
Growth: 103.1%
Net ALP: \$487,324
RTN: 84.2
SGA: Steve Friedlander



#1 AO
34.5% Net ALP Growth
RTN: 81.1



#1 Beto Quintero
71.4% Net ALP Growth
RTN: 83.7



#1 Kathy Pappas
149.1% of Objective
Dir: Michelle Baxter



#1 Chuck Hill
176.7% of Objective
Dir: Stephanie Baumann



#1 Mark Gagliardi
168.5% of Objective
Dir: Lacy Martin



#1 Patrena Smith
160.6% of Objective
Dir: Michelle Baxter



#1 Pappas-Akuamoa
24.1% Net ALP Growth
NTG: 90



#1 Arias-Dlabik
36.0% Net ALP Growth
RTN: 79.6



#1 Stephen Giddens
70.2% Net ALP Growth
RTN: 78.9



#1 Kevin Holtz
47.9% Net ALP Growth
RTN: 79.8



#1 Mark Flemm
121.4% of Objective
Dir: Jason Beckman



#1 Laurie Gruber
328.2% of Objective
Dir: Stephanie Baumann



#1 Angela Engel
183.2% of Objective
Dir: Lacy Martin



#1 Aaron Mathis
212.3% of Objective
Dir: Lacy Martin



#1 Walter Icaza
200.3% Net ALP Growth
RTN: 80.9



#1 Steve Friedlander
23.7% Net ALP Growth
RTN: 83.5



#1 Greg Graham
104.2% Net ALP Growth
RTN: 76.4



#1 Quintero-Vidal
178.8% Net ALP Growth
NTG: 94



#1 Malka Arony
6,597 Original Cards
Dir: Stephanie Baumann



#1 Ryan Gregoli
107.5% of Objective
Dir: Stephanie Baumann



#1 Amanda Mlinaz
141.4% of Objective
Dir: Stephanie Baumann



#1 Ralph Beard
112.0% of Objective
Dir: Lacy Martin



#1 Holtz-Rigney
66.8% Net ALP Growth
RTN: 75.1



#1 Michael Ezeafulukwe
44.7% Net ALP Growth
RTN: 78.2



#1 Andre Hawthorne
74.0% Net ALP Growth
RTN: 76.4



#1 Joshua Krueger
84.7% Net ALP Growth
NTG: 87



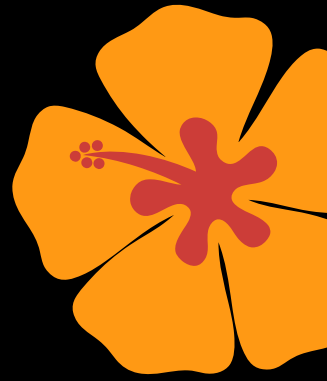
#1 Armando Rodriguez
30.26% Net ALP Growth



#1 Diego Arango
90.56% Net ALP Growth



#1 Stephanie Baumann
112.9% of Objective



AIL/NIL ROOKIE INDIVIDUAL PRODUCER OF 2023

FRANKO BILBILI

\$565,168 NET ALP

“Nothing comes easy, so be ready to put the work in.”



PAST

- Born in Albania and came to the United States at the age of 3
- Grew up in Philadelphia, Pennsylvania
- Played football and basketball, and trained in mixed martial arts and boxing
- Earned a finance degree from Saint Joseph's University
- Joined the Company in 2022

PRESENT

- I bring full transparency and empathy. I sincerely care about my clients, and I try to put myself in the position they could be in without life insurance.
- I believe if you have a positive mindset, everything you're working towards can come true. I put that into practice daily, and I've had two months of over \$100,000 ALP (October 2022 and March 2023) and one month of over \$150,000 ALP (January 2023).
- Nothing comes easy, so be ready to put the work in. Those who have

really made it big, have usually worked hard for it. I put those long hours in, and it's a fair share of sacrifice, but I don't look at what I do as a job. I look at what I do as a lifestyle, and it's one I truly enjoy living. I love being able to talk to people and help them every single day.

FUTURE

- I want to leave a legacy of kindness and be remembered as someone who always took care of my family, close friends, and anybody in need. If I see a person in need, I'm always the first one to try and figure out a way to help that person, whether I know them or not.
- It's important that I stay focused on being one of the top producers in the Company, continue grinding it out daily, and work hard. If there were eight days in a week, I'd work them.
- One of my main goals is to keep growing my team. I want to provide this Opportunity Unlimited to many more people, because it can change lives.

“Franko, your dedication and hard work from January 1, 2023, until the end of the year got you to reach your 2023 goal, which was to be the #1 Rookie Producer in all of AIL! You did exactly what you said you would! I want to congratulate you on this achievement and thank you for all of your hard work! You are very talented, driven, and most importantly, a man of integrity. I'm very happy for you and excited for your future as you take on the next chapter!”

– Ari Hajro, RGA (AO)

“Franko, huge congratulations on being the #1 Rookie Producer in 2023. You have made our team so much better because of who you are as a person. You are an incredible addition to this Company. Being #1 your rookie year is very important to our growth as a Company. Imagine if everyone who joined our Company did what you just did their first year. Our Company would explode! Thank you for showing us what is possible. The world needs more Franko confidence and energy. You just made our Company better by saying yes to this opportunity. I'm excited to continue growing together and see you as the #1 Veteran Producer next. Cheers, and in the words of the old country, “Te uroj akoma me shum sukses edhe sa me shum lek.” (I wish you more success and more money.)”

– Mario Hajro, RGA (AO)

“The best part of the opportunity here at AO is nothing stands in your way if you want to achieve results and transform your future right from the start. What you have done in the past year is the epitome of seizing what is available to you. You are part of a legacy of Rookie Producers here at AO that has shown every new person who starts with AO what is accessible and conceivable if you have the right mindset. This is the launching point for your career. We know that taking what you learned in your first full year will lead to even more excellence. We cannot wait to see you attain greater and greater things!”

– Rick Altig, Rob Hay, James Hill, Dustin Venekamp, SGAs (AO)

AIL/NIL VETERAN INDIVIDUAL PRODUCER OF 2023

FIRAT UCAR

\$2,377,161 NET ALP

Firat Ucar first arrived in the United States from Turkey in 2018. He was only 22 at the time, but even as a young professional, Firat had big goals, a strong vision, and incredible ambition to achieve career success at the highest level. Firat's prolific journey with AIL began in 2021, just three years after coming to the United States. Although he and his wife Katelyn had their own company, Firat quickly realized he wanted to experience more growth.

“I realized I had to get into an industry to grow.”

“I first met Bledar Bane and Taulant Bane through a friend, because I was asking to meet people in the insurance industry. After I met them, they invited me to a meeting and Dustin Venekamp happened to be in town. After hearing Dustin's speech and seeing the environment, I knew it was the opportunity I'd been looking for and I was ready to go all in.”

Firat contracted with the Company on July 9, 2021, and immediately hit the ground running with amazing sales achievements. He was the #1 Rookie Producer in his second month with the Company. By his sixth month, he was recognized at the 2022 Convention as the #6 Rookie Individual Producer YTD.

“My biggest accomplishment in my career has been showing people who believed in me that they bet on the right person. I don't take anything for granted. I took full advantage of the opportunity and didn't sleep on it. It's a once in

a lifetime opportunity that deserves respect, and that respect needs to be paid every single day.”

With deep respect for the Opportunity Unlimited and a commitment to reaching his sales goals, Firat earned his place as the 2023 Sales Division Winner and 2023 Agent of the Year with more than \$2.3 million Net ALP.

“Last year when we started, I told my mentors (Dustin Venekamp, Bledar Bane, Taulant Bane, and Rick Altig) I was going to do something that has never been done before and I had to make sure I set the bar high. I think AO is the best Organization and we can do more, so I told myself I was going to write \$2.5 million on a Personal Production level.”

Even though Firat didn't quite meet his \$2.5 million goal, he still broke the \$2 million dollar mark in a single year, setting an incredibly high bar for himself and others in the Company.

“Every challenge I face is an opportunity to prove I really have what it takes. I've been in the United States for six years and I want to show people like me they can be successful. There are no limitations. I was the underdog, and everybody wants to see the underdog win.”



Firat's career with AIL has proven there are no limits to what can be accomplished when you work hard to impact your life and others.

“The opportunity the Company provides to help others has also allowed me to change my own life and the lives of my family members. I've been able to bring my sister and brother to the United States, and my brother will start working with AIL soon.”

Finding true fulfillment in his work at AIL, Firat attributes his well-deserved success to his family and mentors.



“Every challenge I face is an opportunity to prove I really have what it takes.”

“I want to thank my wife Katelyn and my younger brother Ferhat from the bottom of my heart. Without the help of my family, Dustin, Rick, Taulant, and Bledar's selfless leadership, my success would not be possible.”

Congratulations on your outstanding achievement, Firat!

“Congratulations to the #1 in AO, AIL, and all of Globe Life. Firat, amidst all the bumps in the road, you remained level-headed, focused on your goals, and kept moving forward. You maintained your unbeatable work ethic while continuing to find ways to improve. You changed people's view of what's possible when done the right way and that will never be forgotten. I've been blessed to be a part of this with you. What an incredible year. On to the next 'impossible!'”

– **Katelyn Ucar, GA (AO)**

“I can't think of a better person to receive this award than you, Firat. You made a promise to improve in each and every area of your career and life to finish on top, and you finally achieved that. You have been working relentlessly every single day since the first day of hire. You have sacrificed more than anyone will ever know, and your resilience and hard work has finally paid off. Congratulations, my friend. I am lucky to be witnessing history in the making. Veni, vidi, vici. (I came, I saw, I conquered.)”

– **Bledar Bane, RGA (AO)**

“Firat, cheers to you and your well-deserved, and more importantly, earned

success. I saw you work so hard every day to achieve this accomplishment, and I can't think of anyone who deserves it more. This recognition is a testament to both the impact you made and the leadership you provided. Your performance was stunning! I've never met anyone more determined than you. You don't run away from challenges. You run them over! You have the grit and fire in your heart to get the job done. You will forever be the epitome of a champion to me. The best to ever do it.”

– **Taulant Bane, RGA (AO)**

“More than \$2 million in a single year. There have been thousands and thousands of Producers Company-wide, and less than 50 who have done what



you did in 2023 in their ENTIRE CAREER. Your life has changed in such a short amount of time. You are truly living the best outcome if we had to map out a dream for every person who comes to AO. You are breaking every single record in front of you. Results that defy belief do not happen by accident though. Your dedication to proving there are no limits to what can be accomplished every single day is inspiring the new wave of Producers, and pushing what we all can envision for ourselves. That is something you can be proud of, and we are beyond proud to be associated with your unbelievable ascension here at AO.”

– **Rick Altig, Rob Hay, James Hill, Dustin Venekamp, SGAs (AO)**

VIBRA LATINA

Ahora es Momento de Evolucionar

A MEDIDA QUE CRECEMOS Y promovemos la cultura dentro de cada una de nuestras Organizaciones, debemos desempeñarnos a un gran nivel para sacar todos nuestros atributos y lograr nuestros objetivos para 2024. Es posible que ya hayamos encontrado obstáculos pero, con la experiencia que adquirimos, podemos resolver asuntos de una forma más efectiva e incluso evitar esos obstáculos en el futuro.

Debemos evolucionar todos los días, cada semana, cada mes. Las victorias nos hacen conocer nuestros límites, pero también nos abren el horizonte para alcanzar una nueva cúspide en el camino a obtener las metas de producción, la adquisición de nuevo talento, el crecimiento de líderes y nuestro desarrollo individual. Una vez que alineamos nuestros objetivos con los de nuestras Organizaciones, nuestras metas se hacen mucho más fáciles de obtener y duplicar.

Cada vez que fijamos nuestra mente en nuestros objetivos, la zona de confort desaparece y creamos nuevos límites que eran desconocidos para nosotros. La Compañía hoy está más fuerte que nunca, nuestra marca está más afianzada, y el valor de nuestras organizaciones ha aumentado. Debemos sentirnos orgullosos de ser parte de estos resultados positivos. Nada mejor que tener el derecho de decirle a todo el mundo que "¡Yo trabajo para esa Compañía!".

"DEBEMOS EVOLUCIONAR TODOS LOS DÍAS, CADA SEMANA, CADA MES."

Diego Arango
Director de Ventas / Sales Director



Entonces, ¿qué hacemos ahora? Bueno, es el momento de desarrollar nuevas personas para ayudar a iluminar el camino con la llama interior que está dentro de cada uno de nosotros. A medida que evolucionamos, deberíamos rodearnos de personas que evolucionarán con nosotros. Evolucionemos generacionalmente, hagamos un cambio cumulativo y direccional para crecer a todo nivel y, en definitiva, tener un efecto positivo en todas nuestras Organizaciones. ¡No deberíamos tener miedo de pensar a lo grande, como lo grande que somos!

Para evolucionar, debemos actuar y enfocarnos más en el futuro cada día. Hagamos que nuestros sueños para el futuro se hagan realidad. No existe mejor momento y lugar para alcanzar esos sueños que hoy en AIL-NIL. 🚀

Now Is the Time to Evolve

AS WE GROW AND PROMOTE the culture within each of our Organizations, we must perform at a high level to bring out all our attributes and achieve our 2024 goals. We may have already encountered obstacles, but with the experience we acquire, we can solve issues effectively and even avoid those obstacles in the future.

We must evolve every day, every week, and every month. Our victories make us aware of our limits, but they also open the horizon to new pinnacles for obtaining production goals, acquisition of new talent, growth of leaders, and our individual development. Once we align our goals with those of our Organizations, our goals become much easier to obtain and duplicate.

Every time we set our minds to our goals, the comfort zone disappears, and we create new limits that were unknown to our minds before. The Company

today is stronger than ever, our brand is more entrenched, and the value of our Organizations has increased. We should be proud to be part of these positive results. There's nothing better than having the right to tell everyone, "I work for that Company!"

So, what do we do now? Well, it's time to develop more people to help light the way with the inner flame that's within each of us. As we evolve, we should surround ourselves with people

who will evolve with us. Let's experience generational evolution, make a cumulative and directional change for growth at all levels, and ultimately have a positive effect on all our Organizations. We shouldn't be afraid to think big like the great ones we are!

To evolve, we must act, and focus more on the future each day. Let's make our dreams for the future come true. There is no better time and place to achieve those dreams than today at AIL-NIL. 🚀

"WE MUST EVOLVE EVERY DAY, EVERY WEEK, AND EVERY MONTH."



VETERAN PRODUCER



VICTOR ROMERO
DORAL, FL

SA



PAULA MARTINEZ MIRTO
RICHARDSON, TX

VETERAN MGA



TALEB JAMMOUL HAJALI
DORAL, FL

ROOKIE PRODUCER



ROLANDO MIRABAL MORALES
MIAMI, FL

GA



LISBETH VASQUEZ RODRIGUEZ
MIAMI, FL

ROOKIE MGA



CAROL FERNANDEZ
LONG BEACH, CA

RGAs



JORGE CARIDAD
RICHARDSON, TX

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: JANUARY

Rank		Net ALP	NTG	RET	MGA	SGA
1	Victor Romero	\$20,494		82.0	Daniela Rangel	Walter Icaza
2	Heccy Rivas	\$15,342		93.9	Heccy Rivas	AO Vamos
3	Carol Fernandez	\$15,068		92.3	Carol Fernandez	Sergio Carta
4	Juneth Zambrano De Grasso	\$14,670		78.2	Augusto Arango	Jesus Romero
5	Pablo Castro Gaudet	\$12,898		81.9	Carol Fernandez	Sergio Carta

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: JANUARY

Rank		Net ALP	NTG	RET	MGA	SGA
1	Rolando Mirabal Morales	\$106,811	100		Astrid Ebner	Beto Quintero
2	Liomar Marval	\$42,977		96.3	Luciano Valero Vidal	Beto Quintero
3	Luisany Morales De Guerrero	\$39,755	100		Luciano Valero Vidal	Beto Quintero
4	Claudia Teran-Bastidas	\$21,628	100		Carol Fernandez	Sergio Carta
5	Andrea Mendez	\$20,924	96		Fernando Coiran	Jesus Romero

TOP LATINO MARKET SUPERVISING AGENTS: JANUARY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Paula Martinez Mirto	\$38,995	\$42,267	99		Ileana Tineo	Zaida Ferrer
2	Oriana Romero-Vasquez	\$29,517	\$35,483	95		Cesar Romero Vasquez	Beto Quintero
3	Alejandro Davila Diaz	\$28,843	\$34,699	100		Nelson Sucre	Sergio Carta
4	Rowyn Rivas	\$28,672	\$34,728	93		Daniel Pacheco	Beto Quintero
5	Adolfo Guedez Banezca	\$27,469	\$32,828	96		Cesar Romero Vasquez	Beto Quintero

TOP LATINO MARKET GENERAL AGENTS: JANUARY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Lisbeth Vasquez Rodriguez	\$77,081	\$102,340	95		Cesar Romero Vasquez	Beto Quintero
2	Karina Moran	\$67,491	\$70,731	100		Ileana Tineo	Zaida Ferrer
3	Jennifer Terife Medina	\$60,872	\$76,860	96		Nelson Sucre	Sergio Carta
4	Isabella Chacin	\$46,637	\$62,422	97		Ileana Tineo	Zaida Ferrer
5	Eleisa Carlino Andrea	\$35,126	\$64,742	92		Caritza Rojas	Beto Quintero

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: JANUARY

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Taleb Jammoul Hajali	301.3%	\$222,159	\$55,357		82.1	Walter Icaza
2	Caritza Rojas	245.3%	\$95,566	\$27,674		84.9	Beto Quintero
3	Daniel Pacheco	168.1%	\$220,962	\$82,426		81.9	Beto Quintero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: JANUARY

Rank		PF %	Net ALP	Bench	NTG	RET	SGA
1	Carol Fernandez	1316.8%	\$263,351	\$20,000		80.9	Sergio Carta
2	Ileana Tineo	1066.6%	\$213,316	\$20,000		80.4	Zaida Ferrer
3	Astrid Ebner	802.9%	\$160,585	\$20,000		87.9	Beto Quintero

TOP LATINO MARKET REGIONAL GENERAL AGENTS: JANUARY

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Jorge Caridad	1043.8%	\$228,761	\$20,000	95		Zaida Ferrer
2	Astrid Ebner	707.4%	\$161,482	\$20,000	92		Beto Quintero
3	Carol Fernandez	510.4%	\$122,086	\$20,000	100		Sergio Carta

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Victor Romero	\$20,494		82.0	Daniela Rangel	Walter Icaza
2	Heccy Rivas	\$15,342		93.9	Heccy Rivas	AO Vamos
3	Carol Fernandez	\$15,068		92.3	Carol Fernandez	Sergio Carta
4	Juneth Zambrano De Grasso	\$14,670		78.2	Augusto Arango	Jesus Romero
5	Pablo Castro Gaudet	\$12,898		81.9	Carol Fernandez	Sergio Carta

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Rolando Mirabal Morales	\$106,811	100		Astrid Ebner	Beto Quintero
2	Liomar Marval	\$42,977		96.3	Luciano Valero Vidal	Beto Quintero
3	Luisany Morales De Guerrero	\$39,755	100		Luciano Valero Vidal	Beto Quintero
4	Claudia Teran-Bastidas	\$21,628	100		Carol Fernandez	Sergio Carta
5	Andrea Mendez	\$20,924	96		Fernando Coiran	Jesus Romero

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Taleb Jammoul Hajali	301.3%	\$222,159	\$55,357		82.1	Walter Icaza
2	Caritza Rojas	245.3%	\$95,566	\$27,674		84.9	Beto Quintero
3	Daniel Pacheco	168.1%	\$220,962	\$82,426		81.9	Beto Quintero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank		PF %	Net ALP	Bench	NTG	RET	SGA
1	Carol Fernandez	1316.8%	\$263,351	\$20,000		80.9	Sergio Carta
2	Ileana Tineo	1066.6%	\$213,316	\$20,000		80.4	Zaida Ferrer
3	Astrid Ebner	802.9%	\$160,585	\$20,000		87.9	Beto Quintero

TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Taleb Jammoul Hajali	312.7%	\$228,164	\$55,285		80.8	Walter Icaza
2	Daniel Pacheco	179.1%	\$235,476	\$84,371		84.3	Beto Quintero
3	Jhanna Valerio Vivas	161.3%	\$117,758	\$45,062		78.6	Beto Quintero



1
MICHAEL KAMPFER
NEW MIDDLETOWN, OH



2
ROLANDO MIRABAL MORALES
MIAMI, FL



3
GJERGI BEGO
NORTH OLMSTED, OH



4
AUSTIN TIMMONS
WILLIS, TX



5
TYLAR VALDES
COLUMBUS, OH



6
NICHOLAS KEELEY
DUBLIN, OH



7
TYLER SIKARSKIE
WEXFORD, PA



8
TIMOTHY NOE
SPRING HILL, TN



9
FREDI BILBILI
FORT MYERS, FL



10
GALI KASHER
WEXFORD, PA



11
MALLORY SITTO
UTICA, MI



12
SAUL CARCAMO
HOUSTON, TX



13
EDON NEVZADI
CLEVELAND, OH



14
JAXON BELLAR
CANYON, TX



15
MARTIN TOMA
STERLING HEIGHT, MI



16
JOELLE WISDOM
ONTARIO, CA



17
LIOMAR MARVAL
MIAMI, FL



18
MICHELLE ESCOBAR
CLEVELAND, OH



19
KARA TRIPOLI
CONCORD, CA



20
JOSEPH LANCE
OLMSTED FALLS, OH



ICEBREAKERS
FOTINI KRISTULI
EDGEWATER, NJ



ICEBREAKERS
JASON MCMULLEN
CLAYTON, NC



ICEBREAKERS
SAMIR BEYDOUN
HOUSTON, TX

JANUARY

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Michael Kampfer	\$125,852	94		Andi Iftiu	AO
2	Rolando Mirabal Morales	\$106,811	100		Astrid Ebner	Beto Quintero
3	Gjergi Bego	\$103,597	96		Klaudio Martinaj	AO
4	Austin Timmons	\$70,176		93.4	Nick Scordos	AO
5	Tylar Valdes	\$67,985	94		Mathew Kahwaji	AO
6	Nicholas Keeley	\$58,186	93		Mathew Kahwaji	AO
7	Tyler Sikarskie	\$53,976		83.5	Donald Hollen	Simon Arias
8	Timothy Noe	\$53,521	94		Joseph Gojcaj	AO
9	Fredi Bilbili	\$48,864	95		Arif Hajro	AO
10	Gali Kasher	\$46,824	93		Noah Vongunden	Simon Arias
11	Mallory Sitto	\$46,748	92		Justin Haisha	AO
12	Saul Carcamo	\$45,726	96		Mathew Kahwaji	AO
13	Edon Nevzadi	\$45,132		80.0	Arif Hajro	AO
14	Jaxon Bellar	\$44,671	91		Mathew Kahwaji	AO
15	Martin Toma	\$43,619	94		Justin Haisha	AO
16	Joelle Wisdom	\$43,515	100		Carrington Hanna	AO
17	Liomar Marval	\$42,977		96.3	Luciano Valero Vidal	Beto Quintero
18	Michelle Escobar	\$41,197	89		Andi Iftiu	AO
19	Kara Tripoli	\$40,783	96		Mary Ramirez	Andrew McQuade
20	Joseph Lance	\$39,917	91		Klaudio Martinaj	AO
21	Luisany Morales De Guerrero	\$39,755	100		Luciano Valero Vidal	Beto Quintero
22	Abedalmejedd Abukhalil	\$39,683	90		Ervin Metaj	AO
23	Makayla Carpenter	\$38,457	94		Andi Iftiu	AO
24	Ashley Melissa Joseph	\$32,777	100		Michele Stewart	AO
25	Fotini Kristuli	\$32,321	100		Arif Hajro	AO
26	Clara Russell-Martinez	\$29,936	97		Carrington Hanna	AO
27	Jorge Leon	\$29,378	92		Mark Neilson	AO
28	Haydon Moss	\$28,291	93		Nicholas Geyer	Simon Arias
29	Julian Niewiadomski	\$27,582		81.5	Zayd Alwawi	Arias-Dlabik
30	Jamell Ramsay	\$26,239	94		Jeffrey Espinal	Theodore Pappas
31	Megan Collins	\$25,786	87		Michele Stewart	AO
32	Emad Khalek	\$25,542	97		Marshall Fernandez	AO
33	Justin Dunbar	\$24,785	89		Andi Iftiu	AO
34	Grant Weiss	\$24,724	100		Klaudio Martinaj	AO
35	Anthony Robertson	\$24,424		80.3	Sierra Hartwig	S-S-Bendure-Hartwig
36	Cody Nicholson	\$24,285	88		Michael Maloney	Simon Arias
37	Jason McMullen	\$24,278	100		Mohamed Aljahmi	AO
38	Samir Beydoun	\$24,269	100		Clayton Slaughter	Michael Vasu
39	Kathia Llewelyn	\$23,511	100		Justin Adams	Simon Arias
40	Anthony D Williams	\$23,472		80.8	Christopher Montoni	S-S-Parks-Salvaggi
41	Allison Moore-Tjaden	\$23,033	98		Vivian Trinh	AO
42	Takeya Tatum	\$22,644	100		Ebou Jatta	Weatherspoon-Harris
43	Enmanuel Grullon	\$22,422	91		Michele Stewart	AO
44	Paige Lane	\$22,391	98		Christina Babcock	Simon Arias
45	Pedro Albuquerque	\$22,346	93		Carrington Hanna	AO
46	Brandon Kawachi	\$22,113	96		Jessica Chang	AO
47	Michael Demaggio	\$22,032	100		Brandon Hughes	AO
48	Marcelin Kabala	\$21,916	91		Manique Sala	Duni Olusegun
49	Claudia Teran-Bastidas	\$21,628	100		Carol Fernandez	Sergio Carta
50	Bridgett McDaniels-Russell	\$21,614	97		Ashley Rust	AO

TPC = 2024 Top Producer Council Member

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.

YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Michael Kampfer	\$125,852	94		Andi Iftiu	AO
*2	Rolando Mirabal Morales	\$106,811	100		Astrid Ebner	Beto Quintero
*3	Gjergi Bego	\$103,597	96		Klaudio Martinaj	AO
*4	Austin Timmons	\$70,176		93.4	Nick Scordos	AO
*5	Tylar Valdes	\$67,985	94		Mathew Kahwaji	AO
*6	Nicholas Keeley	\$58,186	93		Mathew Kahwaji	AO
*7	Tyler Sikarskie	\$53,976		83.5	Donald Hollen	Simon Arias
*8	Timothy Noe	\$53,521	94		Joseph Gojcaj	AO
*9	Fredi Bilbili	\$48,864	95		Arif Hajro	AO
*10	Gali Kasher	\$46,824	93		Noah Vongunden	Simon Arias
11	Mallory Sitto	\$46,748	92		Justin Haisha	AO
12	Saul Carcamo	\$45,726	96		Mathew Kahwaji	AO
13	Edon Nevzadi	\$45,132		80.0	Arif Hajro	AO
14	Jaxon Bellar	\$44,671	91		Mathew Kahwaji	AO
15	Martin Toma	\$43,619	94		Justin Haisha	AO
16	Joelle Wisdom	\$43,515	100		Carrington Hanna	AO
17	Liomar Marval	\$42,977		96.3	Luciano Valero Vidal	Beto Quintero
18	Michelle Escobar	\$41,197	89		Andi Iftiu	AO
19	Kara Tripoli	\$40,783	96		Mary Ramirez	Andrew McQuade
20	Joseph Lance	\$39,917	91		Klaudio Martinaj	AO
21	Luisany Morales De Guerrero	\$39,755	100		Luciano Valero Vidal	Beto Quintero
22	Abedalmejedd Abukhalil	\$39,683	90		Ervin Metaj	AO
23	Makayla Carpenter	\$38,457	94		Andi Iftiu	AO
24	Ashley Melissa Joseph	\$32,777	100		Michele Stewart	AO
25	Fotini Kristuli	\$32,321	100		Arif Hajro	AO
26	Clara Russell-Martinez	\$29,936	97		Carrington Hanna	AO
27	Jorge Leon	\$29,378	92		Mark Neilson	AO
28	Haydon Moss	\$28,291	93		Nicholas Geyer	Simon Arias
29	Julian Niewiadomski	\$27,582		81.5	Zayd Alwawi	Arias-Dlabik
30	Jamell Ramsay	\$26,239	94		Jeffrey Espinal	Theodore Pappas
31	Megan Collins	\$25,786	87		Michele Stewart	AO
32	Emad Khalek	\$25,542	97		Marshall Fernandez	AO
33	Justin Dunbar	\$24,785	89		Andi Iftiu	AO
34	Grant Weiss	\$24,724	100		Klaudio Martinaj	AO
35	Anthony Robertson	\$24,424		80.3	Sierra Hartwig	S-S-Bendure-Hartwig
36	Cody Nicholson	\$24,285	88		Michael Maloney	Simon Arias
37	Jason McMullen	\$24,278	100		Mohamed Aljahmi	AO
38	Samir Beydoun	\$24,269	100		Clayton Slaughter	Michael Vasu
39	Kathia Llewelyn	\$23,511	100		Justin Adams	Simon Arias
40	Anthony D Williams	\$23,472		80.8	Christopher Montoni	S-S-Parks-Salvaggi
41	Allison Moore-Tjaden	\$23,033	98		Vivian Trinh	AO
42	Takeya Tatum	\$22,644	100		Ebou Jatta	Weatherspoon-Harris
43	Enmanuel Grullon	\$22,422	91		Michele Stewart	AO
44	Paige Lane	\$22,391	98		Christina Babcock	Simon Arias
45	Pedro Albuquerque	\$22,346	93		Carrington Hanna	AO
46	Brandon Kawachi	\$22,113	96		Jessica Chang	AO
47	Michael Demaggio	\$22,032	100		Brandon Hughes	AO
48	Marcelin Kabala	\$21,916	91		Manique Sala	Duni Olusegun
49	Claudia Teran-Bastidas	\$21,628	100		Carol Fernandez	Sergio Carta
50	Bridgett McDaniels-Russell	\$21,614	97		Ashley Rust	AO



1
FIRAT UCAR
CANFIELD, OH



2
ALI SAAD
DEARBORN, MI



3
ERVIN METAJ
WESTLAKE, OH



4
ALEXANDER PHAM
SURREY, BC



5
ANTHONY RUGGIERO
BRECKSVILLE, OH



6
OLEG NOVITCHII
BRUNSWICK, OH



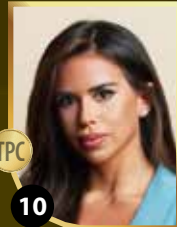
7
MARSHALL WEINBERG
WEXFORD, PA



8
SALAUR KHORRAMI
KIRKLAND, WA



9
BRUNO NURO
NORTH OLMSTED, OH



10
CARMEN ARROYO
LONG ISLAND CITY, NY



11
MICHAEL VALENT
WEXFORD, PA



12
MARSHALL FERNANDEZ
RED DEER, AB



13
BRADLEY CHRISTIANSEN
SAINT PAUL, MN



14
BRANDON BENNETT
WEXFORD, PA



15
MICHAEL MALONEY
WEXFORD, PA



16
SCOTT WHITFORD
MEDIA, PA



17
VIKTORIOUS DUGAN
LAS VEGAS, NV



18
JONATHAN CONNER
HOUSTON, TX



19
MICHAEL VAN DELFT
HALIFAX, NS



20
ARTURO ROMERO
BRUNSWICK, OH

JANUARY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Firat Ucar	\$175,590	89.2	Bledar Bane	AO
2	Ali Saad	\$110,081	82.4	Mohamed Aljahmi	AO
3	Ervin Metaj	\$106,944	86.0	Taulant Bane	AO
4	Alexander Pham	\$104,602	76.7	Alan Sedaghat	AO
5	Anthony Ruggiero	\$92,394	83.8	Bledar Bane	AO
6	Oleg Novitchii	\$78,959	81.2	Oleg Novitchii	S-S-Parks-Salvaggi
7	Marshall Weinberg	\$69,706	77.9	Nicholas Geyer	Simon Arias
8	Salaur Khorrani	\$67,098	88.5	Salaur Khorrani	AO
9	Bruno Nuro	\$66,325	83.5	Bruno Nuro	AO
10	Carmen Arroyo	\$62,861	80.9	Carmen Arroyo	Theodore Pappas
11	Michael Valent	\$62,282	84.1	Evan Stewart	Simon Arias
12	Marshall Fernandez	\$57,827	81.2	Marshall Fernandez	AO
13	Bradley Christiansen	\$57,143	81.4	Bradley Christiansen	AO
14	Brandon Bennett	\$55,962	91.7	Brandon Bennett	Simon Arias
15	Michael Maloney	\$54,761	79.8	Michael Maloney	Simon Arias
16	Scott Whitford	\$51,291	79.0		Ryan Bisanz
17	Viktorious Dugan	\$51,050	89.1	Joseph Tomanovich	AO
18	Jonathan Conner	\$50,367	81.6	Clayton Slaughter	Michael Vasu
19	Michael van Delft	\$46,557	91.0		Satti-Kanaan-Wheeler
20	Arturo Romero	\$45,455	79.9	Arturo Romero	S-S-Parks-Salvaggi
21	Henry Long	\$45,228	77.1	Mohamed Aljahmi	AO
22	Kevin Musai	\$44,098	91.3	Andi Iftiu	AO
23	Todd Krupa	\$43,258	80.9	Jessica Chang	AO
24	Kelly Ekker	\$42,001	78.7	Kelly Ekker	Tiffany Wagner
25	Ardian Gojcaj	\$40,780	88.3	Christian Gojcaj	AO
26	Nicholas Liening	\$39,402	77.0	Tyler Teague	S-S-Bendure-Hartwig
27	Muhammad Mansoor	\$39,230	85.7	Muhammad Mansoor	AO
28	Christina Konstanzer	\$38,904	78.3	Joseph Crivelli	Simon Arias
29	Gage Harrington	\$37,807	84.7	Mark Neilson	AO
30	Amir Iranidoosthaghighi	\$37,442	86.5	Ashkan Khoshmagham	AO
31	Erald Tomorri	\$36,526	84.1	Arif Hajro	AO
32	Aref Sayegh	\$36,483	80.6		Satti-Kanaan-Wheeler
33	Michael Scarborough	\$35,827	82.2	Michael Scarborough	Simon Arias
34	Dillon Zartman	\$35,684	84.3	Dillon Zartman	S-S-Bendure-Hartwig
35	Edward DeFurio	\$35,533	90.6		Nick Moore
36	Ty Burkholder	\$34,795	76.4	Kian Frost	S-S-Bendure-Hartwig
37	Amanda Lustbader	\$34,602	83.2	Magda Figueiredo	G-A-Gerstein
38	Kristi Basho	\$33,917	87.5	Arif Hajro	AO
39	Jadwiga Martins	\$33,733	87.6	Jesse Doherty	AO
40	Braeden Gilbert	\$33,627	86.7	Jesse Barker	Moore Midwest
41	Jonathan Da-Al	\$33,346	83.8	Jonathan Da-Al	Steve Friedlander
42	Anthony Williams	\$33,183	90.5	Anthony Williams	Simon Arias
43	Roger Fung	\$32,972	79.2	Roger Fung	Mathew Hart
44	Steven Counts	\$32,509	80.7	Steven Counts	S-S-Parks-Salvaggi
45	Michael Schaefer	\$31,979	76.9	Michael Schaefer	S-S-Bendure-Hartwig
46	Lily Sakai	\$31,497	92.3		Cohen-Velasquez
47	Joey Kennedy	\$30,804	87.2	Bobby Hamilton	AO
48	Cole Kushik	\$29,707	83.1	Gregory Rudolph	Simon Arias
49	Max Quasem	\$29,652	95.3		Cohen-Velasquez
50	Tony Geer	\$29,302	76.0	Joshua Dishong	S-S-Bendure-Hartwig

ALL TIME RECORD: \$362,123 Net ALP — FIRAT UCAR

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Firat Ucar	\$175,590	89.2	Bledar Bane	AO
*2	Ali Saad	\$110,081	82.4	Mohamed Aljahmi	AO
*3	Ervin Metaj	\$106,944	86.0	Taulant Bane	AO
*4	Alexander Pham	\$104,602	76.7	Alan Sedaghat	AO
*5	Anthony Ruggiero	\$92,394	83.8	Bledar Bane	AO
*6	Oleg Novitchii	\$78,959	81.2	Oleg Novitchii	S-S-Parks-Salvaggi
*7	Marshall Weinberg	\$69,706	77.9	Nicholas Geyer	Simon Arias
*8	Salaur Khorrani	\$67,098	88.5	Salaur Khorrani	AO
*9	Bruno Nuro	\$66,325	83.5	Bruno Nuro	AO
*10	Carmen Arroyo	\$62,861	80.9	Carmen Arroyo	Theodore Pappas
11	Michael Valent	\$62,282	84.1	Evan Stewart	Simon Arias
12	Marshall Fernandez	\$57,827	81.2	Marshall Fernandez	AO
13	Bradley Christiansen	\$57,143	81.4	Bradley Christiansen	AO
14	Brandon Bennett	\$55,962	91.7	Brandon Bennett	Simon Arias
15	Michael Maloney	\$54,761	79.8	Michael Maloney	Simon Arias
16	Scott Whitford	\$51,291	79.0		Ryan Bisanz
17	Viktorious Dugan	\$51,050	89.1	Joseph Tomanovich	AO
18	Jonathan Conner	\$50,367	81.6	Clayton Slaughter	Michael Vasu
19	Michael van Delft	\$46,557	91.0		Satti-Kanaan-Wheeler
20	Arturo Romero	\$45,455	79.9	Arturo Romero	S-S-Parks-Salvaggi
21	Henry Long	\$45,228	77.1	Mohamed Aljahmi	AO
22	Kevin Musai	\$44,098	91.3	Andi Iftiu	AO
23	Todd Krupa	\$43,258	80.9	Jessica Chang	AO
24	Kelly Ekker	\$42,001	78.7	Kelly Ekker	Tiffany Wagner
25	Ardian Gojcaj	\$40,780	88.3	Christian Gojcaj	AO
26	Nicholas Liening	\$39,402	77.0	Tyler Teague	S-S-Bendure-Hartwig
27	Muhammad Mansoor	\$39,230	85.7	Muhammad Mansoor	AO
28	Christina Konstanzer	\$38,904	78.3	Joseph Crivelli	Simon Arias
29	Gage Harrington	\$37,807	84.7	Mark Neilson	AO
30	Amir Iranidoosthaghighi	\$37,442	86.5	Ashkan Khoshmagham	AO
31	Erald Tomorri	\$36,526	84.1	Arif Hajro	AO
32	Aref Sayegh	\$36,483	80.6		Satti-Kanaan-Wheeler
33	Michael Scarborough	\$35,827	82.2	Michael Scarborough	Simon Arias
34	Dillon Zartman	\$35,684	84.3	Dillon Zartman	S-S-Bendure-Hartwig
35	Edward DeFurio	\$35,533	90.6		Nick Moore
36	Ty Burkholder	\$34,795	76.4	Kian Frost	S-S-Bendure-Hartwig
37	Amanda Lustbader	\$34,602	83.2	Magda Figueiredo	G-A-Gerstein
38	Kristi Basho	\$33,917	87.5	Arif Hajro	AO
39	Jadwiga Martins	\$33,733	87.6	Jesse Doherty	AO
40	Braeden Gilbert	\$33,627	86.7	Jesse Barker	Moore Midwest
41	Jonathan Da-Al	\$33,346	83.8	Jonathan Da-Al	Steve Friedlander
42	Anthony Williams	\$33,183	90.5	Anthony Williams	Simon Arias
43	Roger Fung	\$32,972	79.2	Roger Fung	Mathew Hart
44	Steven Counts	\$32,509	80.7	Steven Counts	S-S-Parks-Salvaggi
45	Michael Schaefer	\$31,979	76.9	Michael Schaefer	S-S-Bendure-Hartwig
46	Lily Sakai	\$31,497	92.3		Cohen-Velasquez
47	Joey Kennedy	\$30,804	87.2	Bobby Hamilton	AO
48	Cole Kushik	\$29,707	83.1	Gregory Rudolph	Simon Arias
49	Max Quasem	\$29,652	95.3		Cohen-Velasquez
50	Tony Geer	\$29,302	76.0	Joshua Dishong	S-S-Bendure-Hartwig

ALL TIME RECORD: \$2,377,161 Net ALP — FIRAT UCAR

LIFETIME RECORD: \$5,946,662 Net ALP — JOSHUA DISHONG 01/31/24

TPC = 2024 Top Producer Council Member

Spotlight recognizes the top 50 Rookie and Veteran Individual Producers based on highest Net ALP. The top 10 Rookie & top 10 Veteran Individual Producers will be recognized at the 2025 Awards Presentation based on highest YTD Net ALP. Agents that have a hire date prior to 1/2/2023 are considered a Veteran Individual producer. Those hired after that date are considered a Rookie Individual Producer for the remainder of the calendar year.

SUPERVISING AGENTS



1
NICHOLAS KEELEY
DUBLIN, OH



2
ALI SAAD
DEARBORN, MI



3
RYAN BUCHER
LOMBARD, IL



4
PAULA MARTINEZ MIRTO
RICHARDSON, TX



5
ORIANA ROMERO-VASQUEZ
MIAMI, FL



6
DESIRAY ACEVES
COLUMBIA, SC



7
ALEJANDRO DAVILA DIAZ
LONG BEACH, CA



8
ROWYN RIVAS
MIAMI, FL



9
ADOLFO GUEDEZ BANEZCA
MIAMI, FL



10
GUSMARY CORDERO
RICHARDSON, TX

Spotlight recognizes the top 20 Supervising Agents by 1st 6 mo agent production. SAs will only be recognized up to a total of 12 months at that level. SAs are not eligible for YTD Awards or YTD recognition. Minimum quality standards apply for recognition.

JANUARY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Nicholas Keeley	\$89,181	\$137,997	96	Mathew Kahwaji	AO
2	Ali Saad	\$51,205	\$85,169	95	Mohamed Aljahmi	AO
3	Ryan Bucher	\$42,885	\$46,540	97	Nicholas Opacian	Arias-Dlabik
4	Paula Martinez Mirto	\$38,995	\$42,267	99	Ileana Tineo	Zaida Ferrer
5	Oriana Romero-Vasquez	\$29,517	\$35,483	95	Cesar Romero Vasquez	Beto Quintero
6	Desiray Aceves	\$29,047	\$33,873	90		Mark Beckford
7	Alejandro Davila Diaz	\$28,843	\$34,699	100	Nelson Sucre	Sergio Carta
8	Rowyn Rivas	\$28,672	\$34,728	93	Daniel Pacheco	Beto Quintero
9	Adolfo Guedez Banezca	\$27,469	\$32,828	96	Cesar Romero Vasquez	Beto Quintero
10	Gusmary Cordero	\$27,318	\$29,710	94	Ileana Tineo	Zaida Ferrer
11	Edward Tiongson	\$26,686	\$46,026	94		Locker-Taylor
12	Rafael Marcano	\$26,165	\$30,792	99	Hemerson Gonzalez	AO
13	Luis Gonzalez Gonzalez	\$23,579	\$35,853	94	Caritza Rojas	Beto Quintero
14	Margaret Cho	\$23,270	\$81,632	100	Klaudio Martinaj	AO
15	Aliz Elvira Ruano	\$23,151	\$35,857	96	Ana Machado Rodriguez	Quintero-Vidal
16	Jose Perez Rosario	\$21,364	\$29,461	95	Taleb Jammoul Hajali	Walter Icaza
17	Kayla Shelton	\$20,292	\$33,626	95	Laurence Moore	Moore Midwest
18	Nicolas Rodriguez	\$20,245	\$27,893	100	Carol Fernandez	Sergio Carta
19	Dawn Erceg	\$19,486	\$26,997	99	Jesse Benwell	Satti-Kanaan-Wheeler
20	Nelson Parada Caeiro	\$19,083	\$24,465	100	Normaned Arocho Pendas	Beto Quintero

ALL TIME RECORDS: \$192,431 1st 6 Mo Agt — MORGAN EVANS | \$195,384 Net ALP — LINO STRUSSIONE

GENERAL AGENTS



1
GARRETT AMORA
CONROE, TX



2
TORIAN FIELDS
ATLANTA, GA



3
KOLIN DELIJA
CLEVELAND, OH



4
LISBETH VASQUEZ RODRIGUEZ
MIAMI, FL



5
MONTZER ALWATAN
SOUTHGATE, MI



6
KARINA MORAN
RICHARDSON, TX



7
MELISSA GRIEB
SPOTSVLVANIA, VA



8
JENNIFER TERIFE MEDINA
LONG BEACH, CA



9
JOHN RINGS
LOMBARD, IL



10
MARISA BROCKWAY
BOTHELL, WA

Spotlight recognizes the top 20 General Agents by 1st 6 mo agent production. GAs will be recognized for up to one calendar year at that level. GAs are not eligible for YTD Awards or YTD recognition. Minimum quality standards apply for recognition.

JANUARY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Garrett Amora	\$188,979	\$243,489	93	Mathew Kahwaji	AO	
2	Torian Fields	\$95,439	\$129,839		76.4	Ashley Rust	AO
3	Kolin Delija	\$88,550	\$172,746	88	Klaudio Martinaj	AO	
4	Lisbeth Vasquez Rodriguez	\$77,081	\$102,340	95	Cesar Romero Vasquez	Beto Quintero	
5	Montzer Alwatan	\$71,706	\$270,425	100	Mohamed Aljahmi	AO	
6	Karina Moran	\$67,491	\$70,731	100	Ileana Tineo	Zaida Ferrer	
7	Melissa Grieb	\$65,290	\$174,296	93	Michele Stewart	AO	
8	Jennifer Terife Medina	\$60,872	\$76,860	96	Nelson Sucre	Sergio Carta	
9	John Rings	\$57,177	\$65,893	96	Nicholas Opacian	Arias-Dlabik	
10	Marisa Brockway	\$51,279	\$88,453	96	Salaur Khorrami	AO	
11	Michael Grudzien	\$49,634	\$145,733	98	Klaudio Martinaj	AO	
12	Erald Tomorri	\$47,523	\$70,706	91	Arif Hajro	AO	
13	Isabella Chacin	\$46,637	\$62,422	97	Ileana Tineo	Zaida Ferrer	
14	Solgeis Cardozo Mijares	\$42,154	\$48,825	96	Hemerson Gonzalez	AO	
15	William Heilman	\$38,478	\$54,803		87.7	Ian Zollos	S-S-Parks-Salvaggi
16	Marshall Weinberg	\$36,869	\$107,533	91	Nicholas Geyer	Simon Arias	
17	Eleisa Carlino Andrea	\$35,126	\$64,742	92	Caritza Rojas	Beto Quintero	
18	Elizabeth Contreras	\$35,081	\$42,442	100	Carlos Navas	Quintero-Vidal	
19	Madison Fritz	\$34,801	\$55,848	95	Laurence Moore	Moore Midwest	
20	Ashley Norris	\$34,649	\$45,010	95	Hannah Rockensuess	AO	

ALL TIME RECORDS: \$393,567 1st 6 Mo Agt — MEGAN JOHNSON | \$437,263 Net ALP — MEGAN JOHNSON

CATEGORIES I-XVI



I **KLAUDIO MARTINAJ**
DUBLIN, OH



II **TALEB JAMMOUL HAJALI**
DORAL, FL



III **STEVEN KING**
TROY, MI



IV **CARRINGTON HANNA**
ONTARIO, CA



V **STELLA ROZNOVAN**
LOS ANGELES, CA



VI **SABRINA AGOSTINI**
KENT, WA



VII **CARITZA ROJAS**
MIAMI, FL



VIII **MELINDA-RAE LYSE**
CALGARY, AB



IX **TYLER TEAGUE**
COLUMBUS, OH



X **MICHAEL GEYER**
WEXFORD, PA



XI **MARK BERNSDORFF**
WEXFORD, PA



XII **TUCKER GREGOR**
NOBLESVILLE, IN



XIII **VIVIAN TRINH**
LAS VEGAS, NV



XIV **ROBERT JACKSON**
LOMBARD, IL



XV **BRANDON GAMAGAMI**
LOMBARD, IL



XVI **ALYSSA LIBBY**
SAN DIEGO, CA

LC = 2024 MGA/RGA Leadership Council Member
Spotlight recognizes the top three Master General Agents in Categories I-XXV with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2025 Awards Presentation are the top MGA per category from Categories I-XXV based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. Minimum quality standards apply for recognition.

JANUARY		YTD											
Category	Growth	Net ALP	Benchmark	NTG	RET	SGA	Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I	Klaudio Martinaj	1265.0%	\$427,735	\$31,337	81.8	AO	I	Klaudio Martinaj	1265.0%	\$427,735	\$31,337	81.8	AO
	Joseph Gojcay	410.0%	\$434,571	\$85,218	81.7	AO		Joseph Gojcay	410.0%	\$434,571	\$85,218	81.7	AO
	Mark Neilson	52.9%	\$378,890	\$247,766	80.8	AO		Mark Neilson	52.9%	\$378,890	\$247,766	80.8	AO
II	Taleb Jammoul Hajali	301.3%	\$222,159	\$55,357	82.1	Walter Icaza	II	Taleb Jammoul Hajali	301.3%	\$222,159	\$55,357	82.1	Walter Icaza
	Ashley Rust	181.4%	\$240,342	\$85,422	77.0	AO		Ashley Rust	181.4%	\$240,342	\$85,422	77.0	AO
	Jeffrey Espinal	90.1%	\$170,211	\$89,532	77.6	Theodore Pappas		Jeffrey Espinal	90.1%	\$170,211	\$89,532	77.6	Theodore Pappas
III	Steven King	443.7%	\$108,742	\$20,000	80.8	Darcy Schrieber	III	Steven King	443.7%	\$108,742	\$20,000	80.8	Darcy Schrieber
	Darrell Asbell	168.7%	\$242,609	\$90,301	76.9	AO		Darrell Asbell	168.7%	\$242,609	\$90,301	76.9	AO
	Zackarea Hakim	117.5%	\$283,563	\$130,374	81.7	AO		Zackarea Hakim	117.5%	\$283,563	\$130,374	81.7	AO
IV	Carrington Hanna	304.2%	\$180,639	\$44,685	82.2	AO	IV	Carrington Hanna	304.2%	\$180,639	\$44,685	82.2	AO
	Alon Barnur	273.8%	\$74,764	\$20,000	81.2	AO		Alon Barnur	273.8%	\$74,764	\$20,000	81.2	AO
	Daniel Pacheco	168.1%	\$220,962	\$82,426	81.9	Beto Quintero		Daniel Pacheco	168.1%	\$220,962	\$82,426	81.9	Beto Quintero
V	Stella Roznovan	446.0%	\$109,194	\$20,000	78.7	Cohen-Velasquez	V	Stella Roznovan	446.0%	\$109,194	\$20,000	78.7	Cohen-Velasquez
	Alexandria Greer	245.6%	\$137,860	\$39,885	79.1	Stephen Giddens		Alexandria Greer	245.6%	\$137,860	\$39,885	79.1	Stephen Giddens
	Maria Lagios	151.8%	\$77,982	\$30,971	78.9	AO		Maria Lagios	151.8%	\$77,982	\$30,971	78.9	AO
VI	Sabrina Agostini	127.2%	\$135,022	\$59,436	79.5	AO	VI	Sabrina Agostini	127.2%	\$135,022	\$59,436	79.5	AO
	Michael McKiernan	108.3%	\$156,192	\$74,980	78.2	AO		Michael McKiernan	108.3%	\$156,192	\$74,980	78.2	AO
	Gregory Rudolph	97.0%	\$138,895	\$70,505	77.7	Simon Arias		Gregory Rudolph	97.0%	\$138,895	\$70,505	77.7	Simon Arias
VII	Caritza Rojas	245.3%	\$95,566	\$27,674	84.9	Beto Quintero	VII	Caritza Rojas	245.3%	\$95,566	\$27,674	84.9	Beto Quintero
	Justin Sutton	102.7%	\$95,645	\$47,189	84.9	Stephen Giddens		Justin Sutton	102.7%	\$95,645	\$47,189	84.9	Stephen Giddens
	Alejandra Larez Morales	67.9%	\$54,988	\$32,753	80.6	Jesus Romero		Alejandra Larez Morales	67.9%	\$54,988	\$32,753	80.6	Jesus Romero
VIII	Melinda-Rae Lyse	163.7%	\$142,080	\$53,885	81.9	AO	VIII	Melinda-Rae Lyse	163.7%	\$142,080	\$53,885	81.9	AO
	Sierra Hartwig	162.6%	\$111,148	\$42,329	79.0	S-S-Bendure-Hartwig		Sierra Hartwig	162.6%	\$111,148	\$42,329	79.0	S-S-Bendure-Hartwig
	Jacob Krieger	109.9%	\$114,263	\$54,437	81.3	S-S-Parks-Salvaggi		Jacob Krieger	109.9%	\$114,263	\$54,437	81.3	S-S-Parks-Salvaggi
IX	Tyler Teague	139.0%	\$140,285	\$58,691	82.0	S-S-Bendure-Hartwig	IX	Tyler Teague	139.0%	\$140,285	\$58,691	82.0	S-S-Bendure-Hartwig
	Luciano Valero Vidal	112.3%	\$87,849	\$41,388	78.6	Beto Quintero		Luciano Valero Vidal	112.3%	\$87,849	\$41,388	78.6	Beto Quintero
	Ed-Maggie Myrthil	81.8%	\$64,305	\$35,373	76.7	Pappas-Akuamoa		Ed-Maggie Myrthil	81.8%	\$64,305	\$35,373	76.7	Pappas-Akuamoa
X	Michael Geyer	358.7%	\$197,969	\$43,157	81.1	Simon Arias	X	Michael Geyer	358.7%	\$197,969	\$43,157	81.1	Simon Arias
	Abigail Luna Rodriguez	108.3%	\$65,078	\$31,247	85.1	AO		Abigail Luna Rodriguez	108.3%	\$65,078	\$31,247	85.1	AO
	Jennifer Ragan	107.5%	\$90,021	\$43,388	79.3	AO		Jennifer Ragan	107.5%	\$90,021	\$43,388	79.3	AO
XI	Mark Bernsdorff	429.6%	\$105,917	\$20,000	76.7	Simon Arias	XI	Mark Bernsdorff	429.6%	\$105,917	\$20,000	76.7	Simon Arias
	Hasan Ghazal	258.5%	\$84,243	\$23,500	83.3	Satti-Kanaan-Wheeler		Hasan Ghazal	258.5%	\$84,243	\$23,500	83.3	Satti-Kanaan-Wheeler
	Gary Slocum	166.2%	\$53,857	\$20,228	82.3	Desi Dimitrova		Gary Slocum	166.2%	\$53,857	\$20,228	82.3	Desi Dimitrova
XII	Tucker Gregor	205.3%	\$68,469	\$22,429	87.9	West-Moody	XII	Tucker Gregor	205.3%	\$68,469	\$22,429	87.9	West-Moody
	Jonathan Da-Al	131.9%	\$46,387	\$20,000	83.9	Steve Friedlander		Jonathan Da-Al	131.9%	\$46,387	\$20,000	83.9	Steve Friedlander
	Daryl Graham	108.4%	\$74,042	\$35,525	82.3	S-S-Parks-Salvaggi		Daryl Graham	108.4%	\$74,042	\$35,525	82.3	S-S-Parks-Salvaggi
XIII	Vivian Trinh	396.4%	\$99,287	\$20,000	83.1	AO	XIII	Vivian Trinh	396.4%	\$99,287	\$20,000	83.1	AO
	Tanner Duy	167.7%	\$89,467	\$33,415	85.9	AO		Tanner Duy	167.7%	\$89,467	\$33,415	85.9	AO
	Marvin Fernandez	148.2%	\$49,649	\$20,000	78.5	Theodore Pappas		Marvin Fernandez	148.2%	\$49,649	\$20,000	78.5	Theodore Pappas
XIV	Robert Jackson	230.7%	\$66,141	\$20,000	81.9	Arias-Dlabik	XIV	Robert Jackson	230.7%	\$66,141	\$20,000	81.9	Arias-Dlabik
	Bobby Park	172.9%	\$54,577	\$20,000	76.2	AO		Bobby Park	172.9%	\$54,577	\$20,000	76.2	AO
	Ashkan Khoshmagham	144.1%	\$55,713	\$22,824	85.2	AO		Ashkan Khoshmagham	144.1%	\$55,713	\$22,824	85.2	AO
XV	Brandon Gamagami	351.1%	\$90,213	\$20,000	88.2	Arias-Dlabik	XV	Brandon Gamagami	351.1%	\$90,213	\$20,000	88.2	Arias-Dlabik
	Paul Rumbuc	167.2%	\$60,256	\$22,553	77.1	Darcy Schrieber		Paul Rumbuc	167.2%	\$60,256	\$22,553	77.1	Darcy Schrieber
	Jonathan Ballard	100.2%	\$62,148	\$31,040	79.4	Brett Gryska		Jonathan Ballard	100.2%	\$62,148	\$31,040	79.4	Brett Gryska
XVI	Alyssa Libby	127.0%	\$45,395	\$20,000	79.3	Cindy Furer	XVI	Alyssa Libby	127.0%	\$45,395	\$20,000	79.3	Cindy Furer
	Jesus M Parra	126.3%	\$50,251	\$22,210	84.9	Cohen-Velasquez		Jesus M Parra	126.3%	\$50,251	\$22,210	84.9	Cohen-Velasquez
	Peter Gabranski	117.8%	\$43,551	\$20,000	81.5	Albert Serur		Peter Gabranski	117.8%	\$43,551	\$20,000	81.5	Albert Serur

CATEGORIES XVII-XXV & ROOKIE



XVII
PA ALIEU KASSEH
WINNIPEG, MB



XVIII
DAREZ MERIWETHER
AUSTIN, TX



XIX
JOSE CASTILLO
LOS ANGELES, CA



XX
REA ALWAN
VANCOUVER, BC



XXI
PATRICK DONOVAN
SIOUX FALLS, SD



Rookie
MOHAMED ALJAHMI
DEARBORN, MI

JANUARY

Category		Growth	Net ALP	Benchmark	NTG	RET	SGA
XVII	Pa Alieu Kasseh	212.4%	\$63,259	\$20,252	78.3	AO	
	Jesse Benwell	115.0%	\$63,965	\$29,747	81.1	Satti-Kanaan-Wheeler	
	Giovanni Diduro	94.2%	\$47,942	\$24,692	84.5	Brett Gryska	
XVIII	Darez Meriwether	170.1%	\$54,021	\$20,000	77.5	AO	
	Noe Perez	57.9%	\$31,577	\$20,000	87.3	Saavedra-Longino	
	Thor Leighton	14.2%	\$22,839	\$20,000	82.5	Moore-Sodan	
XIX	Jose Castillo	125.8%	\$60,960	\$26,999	79.2	Cohen-Velasquez	
	Jennifer Siregar	93.1%	\$44,592	\$23,098	86.1	AO	
	Alejandro Sanchez Rios	91.3%	\$43,783	\$22,889	79.8	Cindy Furer	
XX	Rea Alwan	159.6%	\$51,915	\$20,000	80.4	AO	
	Adam Schaefer	143.1%	\$53,718	\$22,093	76.0	Chad Deley	
	William Flournoy	85.5%	\$37,090	\$20,000	79.5	Giddens-Mazurkewicz	
XXI	Patrick Donovan	149.6%	\$50,515	\$20,237	80.6	AO	
	Nadia Bailey-Robinson	77.6%	\$35,523	\$20,000	82.9	Philip Prata	
	Cody Nykoliation	54.7%	\$30,944	\$20,000	81.2	AO	

ALL TIME RECORD: \$896,627 Net ALP — DAVID CARPENTER

YTD

Category		Growth	Net ALP	Benchmark	NTG	RET	SGA
XVII	Pa Alieu Kasseh	212.4%	\$63,259	\$20,252	78.3	AO	
	Jesse Benwell	115.0%	\$63,965	\$29,747	81.1	Satti-Kanaan-Wheeler	
	Giovanni Diduro	94.2%	\$47,942	\$24,692	84.5	Brett Gryska	
XVIII	Darez Meriwether	170.1%	\$54,021	\$20,000	77.5	AO	
	Noe Perez	57.9%	\$31,577	\$20,000	87.3	Saavedra-Longino	
	Thor Leighton	14.2%	\$22,839	\$20,000	82.5	Moore-Sodan	
XIX	Jose Castillo	125.8%	\$60,960	\$26,999	79.2	Cohen-Velasquez	
	Jennifer Siregar	93.1%	\$44,592	\$23,098	86.1	AO	
	Alejandro Sanchez Rios	91.3%	\$43,783	\$22,889	79.8	Cindy Furer	
XX	Rea Alwan	159.6%	\$51,915	\$20,000	80.4	AO	
	Adam Schaefer	143.1%	\$53,718	\$22,093	76.0	Chad Deley	
	William Flournoy	85.5%	\$37,090	\$20,000	79.5	Giddens-Mazurkewicz	
XXI	Patrick Donovan	149.6%	\$50,515	\$20,237	80.6	AO	
	Nadia Bailey-Robinson	77.6%	\$35,523	\$20,000	82.9	Philip Prata	
	Cody Nykoliation	54.7%	\$30,944	\$20,000	81.2	AO	

ALL TIME RECORD: \$7,185,597 Net ALP — ENO IFTIU

JANUARY ROOKIES

Category		PF	Net ALP	Net ALP Obj	NTG	RET	SGA
Rookie	Mohamed Aljahmi	1385.4%	\$277,074	\$20,000		81.0	AO
	Mathew Kahwaji	1361.3%	\$272,253	\$20,000		78.6	AO
	Carol Fernandez	1316.8%	\$263,351	\$20,000		80.9	Sergio Carta
	Andi Iftiu	1287.9%	\$257,588	\$20,000		82.4	AO
	Ileana Tineo	1066.6%	\$213,316	\$20,000		80.4	Zaida Ferrer
	Michele Stewart	923.4%	\$184,671	\$20,000		77.5	AO
	Astrid Ebner	802.9%	\$160,585	\$20,000		87.9	Beto Quintero
	Todd Engelson	713.7%	\$142,732	\$20,000	94		AO
	Nicholas Geyer	706.1%	\$141,229	\$20,000		81.9	Simon Arias
	Christopher Montoni	631.3%	\$126,264	\$20,000		76.2	S-S-Parks-Salvaggi

YTD ROOKIES

Category		PF	Net ALP	Net ALP Obj	NTG	RET	SGA
Rookie	Mohamed Aljahmi	1385.4%	\$277,074	\$20,000		81.0	AO
	Mathew Kahwaji	1361.3%	\$272,253	\$20,000		78.6	AO
	Carol Fernandez	1316.8%	\$263,351	\$20,000		80.9	Sergio Carta
	Andi Iftiu	1287.9%	\$257,588	\$20,000		82.4	AO
	Ileana Tineo	1066.6%	\$213,316	\$20,000		80.4	Zaida Ferrer
	Michele Stewart	923.4%	\$184,671	\$20,000		77.5	AO
	Astrid Ebner	802.9%	\$160,585	\$20,000		87.9	Beto Quintero
	Todd Engelson	713.7%	\$142,732	\$20,000	94		AO
	Nicholas Geyer	706.1%	\$141,229	\$20,000		81.9	Simon Arias
	Christopher Montoni	631.3%	\$126,264	\$20,000		76.2	S-S-Parks-Salvaggi

Spotlight recognizes the top three Master General Agents in Categories I-XXV with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2025 Awards Presentation are the top MGA per category from Categories I-XXV based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. Minimum quality standards apply for recognition.

CATEGORIES I-VIII



ENO IFTIU
DELAWARE, OH



TALEB JAMMOUL HAJALI
DORAL, FL



ASTRID EBNER
MIAMI, FL



JORGE CARIDAD
RICHARDSON, TX



CARLO BUHAY
WINNIPEG, MB



JAVIER DIAZ
ALTAMONTE SPRINGS, FL



IAN ZOLLOS
BRUNSWICK, OH



JORDAN STELZER
AURORA, CO

LC = 2024 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I-XIX with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2025 Awards Presentation are the top RGA per category from Categories I-XIX based on Net ALP Growth (minimum 10%). RGAs that have been in their category for less than one calendar year are not eligible for YTD awards or YTD recognition. Must have full year comparison benchmark objective to qualify. Minimum quality standards apply for recognition.

JANUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Eno Iftiu	954.3%	\$1,328,648	\$126,021		81.5	AO
Mark Dushaj	320.1%	\$377,892	\$89,957		79.8	AO
Joshua Olin	96.5%	\$503,105	\$256,016		78.8	AO
II Taleb Jammoul Hajali	312.7%	\$228,164	\$55,285		80.8	Walter Icaza
Tahis Quintero Bonilla	159.0%	\$213,647	\$82,489		76.6	Jesus Romero
Jake Yagjian	53.3%	\$154,738	\$100,919		83.7	Albert Serur
III Astrid Ebner	707.4%	\$161,482	\$20,000	92		Beto Quintero
Daniel Pacheco	179.1%	\$235,476	\$84,371		84.3	Beto Quintero
Michael Cirelli	158.4%	\$187,795	\$72,674		83.9	Nick Moore
IV Jorge Caridad	1043.8%	\$228,761	\$20,000	95		Zaida Ferrer
Todd Engelson	771.4%	\$174,287	\$20,000	94		AO
Melinda-Rae Lyse	397.1%	\$99,416	\$20,000		81.8	AO
V Carlo Buhay	288.0%	\$98,921	\$25,494		78.0	AO
Dennis Hernandez	251.4%	\$70,273	\$20,000	99		Mathew Hart
Gregory Rudolph	191.2%	\$109,693	\$37,670		79.0	Simon Arias
VI Javier Diaz	394.8%	\$98,967	\$20,000	89		Henderson-Locker
Patrick Donovan	353.7%	\$110,194	\$24,289		76.2	AO
Jhanna Valerio Vivas	161.3%	\$117,758	\$45,062		78.6	Beto Quintero
VII Ian Zollos	890.2%	\$198,048	\$20,000	91		S-S-Parks-Salvaggi
Justin Maska	102.9%	\$52,220	\$25,736		83.1	Arias-Dlabik
Justin Hermann	63.1%	\$61,201	\$37,513		76.1	AO
VIII Jordan Stelzer	401.1%	\$100,221	\$20,000	93		Matthew Turnquist
Robert Hepler	269.5%	\$73,902	\$20,000	89		Washington-Washington
Chris La Fond	226.8%	\$65,357	\$20,000		81.0	AO

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Eno Iftiu	954.3%	\$1,328,648	\$126,021		81.5	AO
Mark Dushaj	320.1%	\$377,892	\$89,957		79.8	AO
Joshua Olin	96.5%	\$503,105	\$256,016		78.8	AO
II Taleb Jammoul Hajali	312.7%	\$228,164	\$55,285		80.8	Walter Icaza
Tahis Quintero Bonilla	159.0%	\$213,647	\$82,489		76.6	Jesus Romero
Jake Yagjian	53.3%	\$154,738	\$100,919		83.7	Albert Serur
III Daniel Pacheco	179.1%	\$235,476	\$84,371		84.3	Beto Quintero
Michael Cirelli	158.4%	\$187,795	\$72,674		83.9	Nick Moore
Nicholas Chuma	38.6%	\$197,267	\$142,325		81.6	S-S-Bendure-Hartwig
IV Melinda-Rae Lyse	397.1%	\$99,416	\$20,000		81.8	AO
Jessica Chang	94.4%	\$177,953	\$91,542		80.6	AO
Carmen Pena Guedez	46.9%	\$72,780	\$49,534		78.1	Jesus Romero
V Carlo Buhay	288.0%	\$98,921	\$25,494		78.0	AO
Gregory Rudolph	191.2%	\$109,693	\$37,670		79.0	Simon Arias
James Marks	156.1%	\$112,462	\$43,915		78.4	Simon Arias
VI Patrick Donovan	353.7%	\$110,194	\$24,289		76.2	AO
Jhanna Valerio Vivas	161.3%	\$117,758	\$45,062		78.6	Beto Quintero
Christopher Bungay	130.3%	\$101,951	\$44,274		79.5	Satti-Kanaan-Wheeler
VII Justin Maska	102.9%	\$52,220	\$25,736		83.1	Arias-Dlabik
Justin Hermann	63.1%	\$61,201	\$37,513		76.1	AO
Matthew Conrad	30.4%	\$88,411	\$67,780		81.2	S-S-Parks-Salvaggi
VIII Chris La Fond	226.8%	\$65,357	\$20,000		81.0	AO
Hasan Ghazal	160.9%	\$72,454	\$27,770		83.2	Satti-Kanaan-Wheeler
Aaron Friedlander	131.9%	\$46,387	\$20,000		83.8	Steve Friedlander

ALL TIME RECORD: \$13,827,599 Net ALP — MARIO HAJRO

CATEGORIES IX–XIX



IX

MITZI HOLMES
FT WORTH, TX



X

NATHAN FRAHM
LOMBARD, IL



XI

KELLY SCHOENHERR
MIDDLETOWN, CT



XII

JOSEPH GOJCAJ
ROMEO, MI



XIII

CARLOS NAVAS
MIAMI, FL



XIV

MARVIN GONZALEZ
LONG ISLAND CITY, NY



XV

ALEXANDRIA GREER
HOUSTON, TX



XVI

RYNE MOROZOWSKI
POMPANO BEACH, FL



XVII

DANIEL ARZATE ROA
LAS VEGAS, NV



XVIII

CAROL FERNANDEZ
LONG BEACH, CA



XIX

LUIS VIDAL
MIAMI, FL

Spotlight recognizes the top three Regional General Agents in Categories I–XIX with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2025 Awards Presentation are the top RGA per category from Categories I–XIX based on Net ALP Growth (minimum 10%). RGAs that have been in their category for less than one calendar year are not eligible for YTD awards or YTD recognition. Must have full year comparison benchmark objective to qualify. Minimum quality standards apply for recognition.

JANUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Mitzi Holmes	142.1%	\$48,424	\$20,000	90		Washington-Washington
Sierra Kelsey	134.1%	\$46,825	\$20,000	89		Ralston-Ralston
Daniel Zotter	115.4%	\$62,148	\$28,857		79.5	Brett Gryska
X Nathan Frahm	314.2%	\$82,831	\$20,000	95		Arias-Dlabik
Sabrina Agostini	273.3%	\$74,666	\$20,000	95		AO
Alexander Gomez	269.6%	\$73,924	\$20,000	90		Kevin Holtz
XI Kelly Schoenherr	336.4%	\$87,270	\$20,000		82.9	Philip Prata
Jake Gelb	110.4%	\$42,083	\$20,000		86.7	Moore-Sodan
Dustin Dunbar	108.3%	\$41,661	\$20,000		90.1	AO
XII Joseph Gojcaj	1571.7%	\$334,338	\$20,000	97		AO
Brandon Gamagami	211.6%	\$62,327	\$20,000	93		Arias-Dlabik
Jose Castillo	46.4%	\$29,270	\$20,000	88		Cohen-Velasquez
XIII Carlos Navas	247.6%	\$69,522	\$20,000	97		Quintero-Vidal
Jorge Toribio	151.4%	\$50,286	\$20,000	99		Theodore Pappas
Muzit Berhe	54.0%	\$30,803	\$20,000	95		Jamison Weatherspoon
XIV Marvin Gonzalez	60.7%	\$32,138	\$20,000	90		Pappas-Akuamoa
Jennifer Ragan	12.3%	\$22,451	\$20,000		81.7	AO
XV Alexandria Greer	286.2%	\$77,234	\$20,000	96		Stephen Giddens
Kevin Gillum	182.7%	\$56,546	\$20,000	97		AO
Michael Denton	50.7%	\$30,133	\$20,000	99		Holtz-Rigney
XVI Ryne Morozowski	79.0%	\$35,807	\$20,000	100		Tom Williams
Chris McFoy	50.0%	\$30,007	\$20,000	91		Andrew McQuade
Danny Juskiw	20.1%	\$24,024	\$20,000	98		S-S-Bendure-Hartwig
XVII Daniel Arzate Roa	83.1%	\$36,616	\$20,000	100		Corey Neff
Jonathan Giaco	82.8%	\$36,560	\$20,000	100		S-S-Parks-Salvaggi
Kelechi Anele	58.8%	\$31,761	\$20,000	100		AO
XVIII Carol Fernandez	510.4%	\$122,086	\$20,000	100		Sergio Carta
Sierra Hartwig	206.8%	\$61,361	\$20,000	100		S-S-Bendure-Hartwig
Micah Focken	44.4%	\$28,878	\$20,000	96		Darcy Schrieber
XIX Luis Vidal	376.0%	\$95,197	\$20,000	94		Quintero-Vidal
Dillon Zartman	248.5%	\$69,698	\$20,000	100		S-S-Bendure-Hartwig
Manique Sala	96.4%	\$39,288	\$20,000	100		Duni Olusegun

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Daniel Zotter	115.4%	\$62,148	\$28,857		79.5	Brett Gryska
Tucker Gregor	77.0%	\$75,623	\$42,730		87.3	West-Moody
James Fangmann	68.9%	\$33,776	\$20,000		84.3	Albert Serur
X Kamal Tayyib	215.0%	\$63,006	\$20,000		83.6	Andrew McQuade
Yussuf El-Zein	75.2%	\$35,041	\$20,000		77.5	AO
Jesus M Parra	75.2%	\$35,037	\$20,000		85.2	Cohen-Velasquez
XI Kelly Schoenherr	336.4%	\$87,270	\$20,000		82.9	Philip Prata
Jake Gelb	110.4%	\$42,083	\$20,000		86.7	Moore-Sodan
Dustin Dunbar	108.3%	\$41,661	\$20,000		90.1	AO
XIII Donald DeVoise	14.0%	\$22,794	\$20,000		89.8	Slav Bitman
Evan Stewart	11.8%	\$22,361	\$20,000		80.1	Simon Arias
XIV Jennifer Ragan	12.3%	\$22,451	\$20,000		81.7	AO

ALL TIME RECORD: \$13,827,599 Net ALP — MARIO HAJRO

LEGACY REGIONAL GENERAL AGENTS



MARIO HAJRO
SAN CLEMENTE, CA



GREGORY RUDOLPH
WEXFORD, PA



TALEB JAMMOUL HAJALI
DORAL, FL



JAKE YAGJIAN
WILMINGTON, MA



JUSTIN MASKA
LOMBARD, IL



BRIAN JEROME
POMPANO BEACH, FL



PATRICK DONOVAN
SIOUX FALLS, SD



BOBBY PARK
KENT, WA

LC = 2024 MGA/RGA Leadership Council Member

Spotlight recognizes the top 3 Legacy RGA in Categories I-VIII with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The Legacy RGAs that will be recognized at the 2025 Awards Presentation are the top Legacy RGA per category from Categories I-VIII based on Net ALP Growth (minimum 10%). Legacy RGAs that have been in their category for less than one calendar year are not eligible for YTD awards or YTD recognition. Must have full year comparison benchmark objective to qualify. Minimum quality standards apply for recognition.

JANUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mario Hajro	64.3%	\$2,998,027	\$1,824,971	79.8	AO	
Mark Neilson	49.6%	\$2,001,568	\$1,337,550	79.3	AO	
Mark Dushaj	49.2%	\$731,641	\$490,351	80.2	AO	
II Gregory Rudolph	198.1%	\$626,793	\$210,290	78.2	Simon Arias	
Jeffrey Espinal	66.0%	\$404,638	\$243,810	76.4	Theodore Pappas	
III Taleb Jammoul Hajali	194.8%	\$374,354	\$126,984	81.6	Walter Icaza	
Jessica Chang	84.7%	\$534,046	\$289,166	77.6	AO	
Daniel Pacheco	76.2%	\$370,494	\$210,302	83.6	Beto Quintero	
IV Jake Yagjian	39.5%	\$234,032	\$167,810	83.7	Albert Serur	
Nicholas Chuma	28.9%	\$384,030	\$297,883	78.2	S-S-Bendure-Hartwig	
Bruce Viaje	27.2%	\$240,639	\$189,233	83.8	AO	
V Justin Maska	254.7%	\$216,350	\$60,991	80.9	Arias-Dlabik	
Melinda-Rae Lyse	166.9%	\$150,781	\$56,483	81.8	AO	
Zackarea Hakim	107.7%	\$314,585	\$151,480	80.2	AO	
VI Brian Jerome	63.3%	\$151,108	\$92,530	77.8	Tom Williams	
Jhanna Valerio Vivas	58.8%	\$170,705	\$107,530	83.0	Beto Quintero	
Carlo Buhay	56.5%	\$136,179	\$87,003	77.3	AO	
VII Patrick Donovan	128.2%	\$157,870	\$69,195	77.4	AO	
Luay Ghawi	76.1%	\$108,986	\$61,892	85.6	AO	
Claude Hamilton	64.2%	\$112,434	\$68,463	81.1	Satti-Kanaan-Wheeler	
VIII Bobby Park	120.0%	\$93,129	\$42,333	76.9	AO	
Ashkan Khoshmagham	111.9%	\$57,549	\$27,159	86.0	AO	
Sylvain Kalombo	66.9%	\$123,813	\$74,203	82.9	Duni Olusegun	

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mario Hajro	64.3%	\$2,998,027	\$1,824,971	79.8	AO	
Mark Neilson	49.6%	\$2,001,568	\$1,337,550	79.3	AO	
Mark Dushaj	49.2%	\$731,641	\$490,351	80.2	AO	
II Gregory Rudolph	198.1%	\$626,793	\$210,290	78.2	Simon Arias	
Jessica Chang	84.7%	\$534,046	\$289,166	77.6	AO	
Kevin Appasamy	48.8%	\$377,741	\$253,917	85.2	AO	
IV Jake Yagjian	39.5%	\$234,032	\$167,810	83.7	Albert Serur	
Bruce Viaje	27.2%	\$240,639	\$189,233	83.8	AO	
Sara Vaz	15.3%	\$217,448	\$188,616	79.4	AO	
V Ronald Rivera	44.5%	\$240,362	\$166,328	80.9	Cohen-Velasquez	
VI Brian Jerome	63.3%	\$151,108	\$92,530	77.8	Tom Williams	
Andrew Chambers	17.2%	\$180,994	\$154,409	76.5	Philip Prata	
VII Luay Ghawi	76.1%	\$108,986	\$61,892	85.6	AO	
VIII Asiguy Haugabook	35.4%	\$43,593	\$32,191	95	AO	
Alex Kae	18.6%	\$58,718	\$49,526	76.1	AO	

WHAT IS A LEGACY RGA?

A Legacy RGA is defined as the former RGA of a GA who was promoted to MGA. Legacy RGA production is calculated using the sum of the production of all the promoted MGAs where the former RGA can no longer be included in the hierarchy. Legacy RGA growth calculations use an overall growth at the highest level which includes MGA production, RGA production and Legacy RGA production combined.

CATEGORIES I-VII



AO



BETO QUINTERO



WALTER ICAZA



MATTHEW TURNQUIST



SERGIO CARTA



DUNI OLUSEGUN



STEVE FRIEDLANDER

EC = 2024 Executive Council Member

Spotlight recognizes SGAs in Categories I-XIII based on positive Net ALP Growth. The SGAs that will be recognized at the 2025 Awards Presentation are the top SGA per category from Categories I-XIII with the highest Net ALP Growth. The YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Home Office SGAs are not eligible for YTD awards. All SGAs (including individual partners) must meet minimum growth over all their SGAships. Minimum quality standards apply for recognition.

JANUARY

Category	% Growth	Net ALP	NTG	RET
I AO	42.3	\$11,064,605		81.0
Theodore Pappas	23.6	\$596,209		79.1
Simon Arias	6.8	\$2,449,127		78.9
S-S-Bendure-Hartwig	0.2	\$949,047		79.4
II Beto Quintero	172.9	\$685,531		83.4
Satti-Kanaan-Wheeler	40.2	\$455,402		80.9
Cohen-Velasquez	29.4	\$523,931		82.1
III Walter Icaza	183.7	\$384,126		81.6
Stephen Giddens	52.1	\$279,793		80.7
Arias-Dlabik	40.3	\$387,511		79.2
Albert Serur	29.2	\$316,304		81.6
Nick Moore	18.8	\$385,194		84.8
Brett Gryska	17.5	\$435,240		81.3
IV Matthew Turnquist	84.9	\$314,191		77.5
Tom Williams	20.8	\$328,266		76.0
V Sergio Carta	222.5	\$293,010		80.9
Ashley Moss	16.5	\$175,382	100	
Philip Prata	11.9	\$265,950		78.3
Pappas-Akuamoa	9.5	\$351,888	90	
VI Duni Olusegun	6.5	\$219,998		80.2
VII Steve Friedlander	63.9	\$121,966		83.9
Kevin Holtz	44.4	\$181,096		80.5
Quintero-Vidal	31.2	\$239,173	94	

YTD

Category	% Growth	Net ALP	NTG	RET
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Kevin Holtz	44.4	\$181,096		80.5
Quintero-Vidal	31.2	\$239,173	94	

CATEGORIES VIII–XIII



JANUARY

Category	% Growth	Net ALP	NTG	RET
VIII Zaida Ferrer	725.3	\$240,685		77.3
Phillip Waisman	68.1	\$140,113		76.8
Saavedra-Longino	24.5	\$130,240		78.5
AO-Lorence	22.9	\$111,623		82.7
Ralston-Ralston	9.8	\$109,725		80.1
Chad Deley	8.7	\$136,678		80.6
IX John Young	36.0	\$92,817		78.2
Giddens-Mazurkewicz	32.8	\$146,923	99	
Byron Paz	17.4	\$98,454		83.6
Prata-Wilson	7.7	\$111,905		79.9
X Michael Musso	145.2	\$118,013		76.8
Brian Wilson	34.7	\$69,272		89.0
Mark Beckford	21.3	\$85,330		77.0
XI Gabriel Feldmann	106.5	\$42,009		81.2
Alexander Gross	86.7	\$60,429		81.6
XII Joshua Krueger	147.6	\$34,974		78.6
Michael Ezeafulukwe	21.2	\$53,927		77.1
Myaa Fallon	8.6	\$50,467		84.4
XIII Bisanz-Alcala	276.0	\$6,549	100	
San Antonio Latino Division II	221.9	\$21,115		78.2
C-V-Johnson	206.4	\$71,563	98	
Giovanni Vacca	82.4	\$21,885	100	
Houston Latino Division	54.9	\$40,948	93	
Schreiter-Jackson	30.4	\$46,263	98	
Adianeza Rodriguez	21.6	\$22,142	87	

YTD

Category	% Growth	Net ALP	NTG	RET
VIII Zaida Ferrer	725.3	\$240,685		77.3
Phillip Waisman	68.1	\$140,113		76.8
Saavedra-Longino	24.5	\$130,240		78.5
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CATEGORY I



1 **BRENDA DI SOMMA**
SOMERSET, NJ



2 **TRAVIS DANIELS**
TIONESTA, PA

CATEGORY II



1 **DAVID SCALISI**
MANLIUS, NY



2 **ERICA DALAGER**
LAKELAND, MN

CATEGORY III



1 **WILLIAM ROL**
HONOLULU, HI



2 **JODI SKILLIN**
LANCASTER, NY

CATEGORY IV



1 **TINA NANAS**
BAYSIDE, NY

CATEGORY V



1 **CRYSTAL EWING**
PORT ALLEN, LA



2 **MATTHEW HALBMAIER**
DENVER, CO

CATEGORY VI



1 **DINA WALLS**
HAZEL CREST, IL

CATEGORY VII



1 **JACQUELINE GIBLIN**
FREDERICK, MD



2 **EMMA JORGENSEN**
WAUKESHA, WI



1 **NICOLE JOHNS**
FISHERS, IN



2 **GAGE EDWARDS**
DES MOINES, IA

CATEGORY VIII

FIRST SIGNED TG



JUAN BARROSO
BLOOMFIELD, NJ

TOP MANAGERS

CATEGORY I



1 **KATHERINE PRATT**
LEAVITTSBURG, OH

CATEGORY II



1 **DENISE GILBERT**
WEST CHICAGO, IL

CATEGORY III



1 **LISA JOHNSON**
SUMMERSVILLE, WV

INDIVIDUAL REPS: JANUARY

Category	Rank	Cards	Obj	% Obj	
I	1	Brenda Di Somma	3,525	1,859	189.6%
I	2	Travis Daniels	2,254	1,486	151.7%
II	1	David Scalisi	1,930	1,287	150.0%
II	2	Erica Dalager	1,590	1,265	125.7%
III	1	William Rol	2,354	1,079	218.2%
III	2	Jodi Skillin	1,713	931	183.9%
IV	1	Tina Nanas	1,461	827	176.8%
V	1	Crystal Ewing	2,905	679	427.5%
V	2	Matthew Halbmaier	798	649	123.0%
VI	1	Dina Walls	932	625	149.1%
VII	1	Jacqueline Giblin	1,685	542	311.1%
VII	2	Emma Jorgenson	1,132	542	209.0%
VIII	1	Nicole Johns	1,563	542	288.6%
VIII	2	Gage Edwards	772	542	142.5%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	Brenda Di Somma	3,525	1,859	189.6%
I	2	Travis Daniels	2,254	1,486	151.7%
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III	*1	William Rol	2,354	1,079	218.2%
III	2	Jodi Skillin	1,713	931	183.9%
IV	*1	Tina Nanas	1,461	827	176.8%
V	*1	Crystal Ewing	2,905	679	427.5%
V	2	Matthew Halbmaier	798	649	123.0%
VI	*1	Dina Walls	932	625	149.1%
VII	*1	Jacqueline Giblin	1,685	542	311.1%
VII	2	Emma Jorgenson	1,132	542	209.0%
VIII	*1	Nicole Johns	1,563	542	288.6%
VIII	2	Gage Edwards	772	542	142.5%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

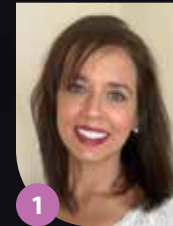
MANAGERS: JANUARY

Category	Rank	Cards	Obj	% Obj	
I	1	Katherine Pratt	9,245	6,443	143.5%
II	1	Denise Gilbert	4,219	4,449	94.8%
III	1	Lisa Johnson	5,759	3,437	167.6%
	2	Angela Engel	3,896	2,619	148.8%

MANAGERS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	Katherine Pratt	9,245	6,443	143.5%
II	*1	Denise Gilbert	4,219	4,449	94.8%
III	*1	Lisa Johnson	5,759	3,437	167.6%
	2	Angela Engel	3,896	2,619	148.8%

MOST ORIGINAL CARDS GENERATED: YTD



1 **JACQUELINE GIBLIN**
FREDERICK, MD

1 **JACQUELINE GIBLIN**
1,329

2 **TRAVIS DANIELS**
1,216

3 **TINA NANAS**
1,196

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII is calculated based on 110% of previous year's production, or 6,600 leads whichever is greater. To be recognized, Rep must meet 90% of Growth Objective.

Manager Categories I-III is calculated based on 110% of previous year's production for their respective territories. To be recognized, Manager must meet 90% of Growth Objective.

WORLD'S GREATEST BONUS



1 **Firat Ucar** \$68,489 AO
2 **Joshua Dishong** \$34,348 S-S-Bendure-Hartwig
3 **Michael Kampfer** \$32,378 AO
4 **Rolando Mirabal Morales** \$31,751 Beto Quintero
5 **Ali Saad** \$31,242 AO

JANUARY BONUS LEADERS | PAYOUT: \$4,339,237 | QUALIFIERS: 3,901

- \$ 68,489 **Firat Ucar**
- 34,348 **Joshua Dishong**
- 32,378 **Michael Kampfer**
- 31,751 **Rolando Mirabal Morales**
- 31,242 **Ali Saad**
- 30,832 **Ervin Metaj**
- 28,469 **Alexander Pham**
- 27,058 **Gjergi Bego**
- 26,226 **Anthony Ruggiero**
- 22,576 **Austin Timmons**
- 21,710 **Oleg Novitchii**
- 19,808 **Marshall Fernandez**
- 19,637 **Evangelos Feola**
- 17,874 **Bruno Nuro**
- 17,218 **Brandon Bennett**
- 16,731 **Tylar Valdes**
- 16,585 **Michael Valent**
- 16,324 **Salaur Khorrami**
- 15,440 **Michael van Delft**
- 13,889 **Nicholas Keeley**
- 13,001 **Viktorious Dugan**
- 12,896 **Michael Maloney**
- 12,745 **Kevin Musai**
- 12,536 **Timothy Noe**
- 12,242 **Kelly Ekker**
- 12,101 **Jonathan Conner**
- 11,890 **Scott Whitford**
- 11,809 **Karen Romero**
- 11,731 **Roger Fung**
- 11,348 **Carmen Arroyo**
- 11,186 **Fredi Bilbili**
- 10,924 **Saul Carcamo**
- 10,878 **Yohely Ruiz Medina**
- 10,830 **Bradley Christiansen**
- 10,817 **Mallory Sitto**
- 10,643 **Gali Kashner**
- 10,560 **Todd Krupa**
- 10,463 **Henry Long**
- 10,363 **Arturo Romero**
- 10,338 **Marshall Weinberg**
- 10,284 **Edon Nevzadi**
- 10,221 **Martin Toma**
- 10,012 **Tyler Sikarskie**
- 9,970 **Jaxon Bellar**

- \$ 9,725 **Ardian Gojcaj**
- 9,634 **Joelle Wisdom**
- 9,540 **Muhammad Mansoor**
- 9,479 **Liomar Marval**
- 9,314 **Nicholas Davis**
- 9,250 **Kara Tripoli**
- 9,240 **Luisany Morales De Guerrero**
- 9,129 **Erald Tomorri**
- 9,044 **Lily Sakai**
- 9,020 **Amir Iranidoosthaghghi**
- 8,962 **Michelle Escobar**
- 8,902 **Kristi Basho**
- 8,777 **Gage Harrington**
- 8,591 **Joseph Lance**
- 8,344 **Michael Scarborough**
- 8,337 **Amanda Lustbader**
- 8,306 **Joachim Jean**
- 8,297 **Christina Konstanzer**
- 8,199 **Abedalmajeed Abukhalil**
- 8,168 **Makayla Carpenter**
- 8,157 **Jadwiga Martins**
- 8,100 **Dillon Zartman**
- 7,907 **Braeden Gilbert**
- 7,874 **Joseph Sciria**
- 7,697 **Alex Miller**
- 7,595 **Aref Sayegh**
- 7,552 **Max Quasem**
- 7,339 **Noor Musleh**
- 7,325 **Meenakshi Chavis**
- 7,302 **Anthony Williams**
- 7,285 **Edward DeFurio**
- 7,172 **Jeremy Bruce**
- 7,138 **Joey Kennedy**
- 7,061 **Juan Olvera**
- 6,918 **Michael Schaefer**
- 6,686 **Jonathan Da-Al**
- 6,629 **Jorge Leon**
- 6,583 **Evan Pinkerton**
- 6,567 **Leyna Tran**
- 6,520 **Ashley Melissa Joseph**
- 6,487 **Serge Brouillette**
- 6,463 **Carlos Iraheta Barrientos**
- 6,454 **Steven Counts**

- \$ 6,388 **Fotini Kristuli**
- 6,309 **Jennifer Terife Medina**
- 6,294 **Natalia Beltran Hernandez**
- 6,244 **Lindsay Staffieri**
- 6,233 **Bryce Engstrom**
- 6,219 **Bruce Viaje**
- 6,179 **Daniel Li**
- 6,028 **Braydon Cameron**
- 6,015 **Ian Pickett**
- 5,911 **Ladan Rahbary**
- 5,891 **Mariana Morales**
- 5,887 **Elvis Tinaj**
- 5,864 **Richarda Joseph Garcia**
- 5,828 **Ty Burkholder**
- 5,591 **Brian Jerome**
- 5,570 **Clara Russell-Martinez**
- 5,667 **Samantha Dorrough**
- 5,660 **Kevin Beaver**
- 5,648 **Cole Kushik**
- 5,633 **Julian Niewiadomski**
- 5,597 **Jeanneliza Solis**
- 5,572 **Andrew K Brown**
- 5,570 **Alex Smith**
- 5,554 **Tony Geer**
- 5,534 **Michael Battaglio**
- 5,525 **Nikolai Zollinger**
- 5,488 **Tyler Teague**
- 5,487 **DeAnthony Hartman**
- 5,459 **Alessandro Succurro**
- 5,329 **Alvin Ali**
- 5,327 **Blake Tomblin**
- 5,322 **Haydon Moss**
- 5,305 **Damian Woods**
- 5,290 **Bryan Juskiw**
- 5,241 **Jake Kim**
- 5,219 **Alexus Hawkins**
- 5,204 **Awa Babou**
- 5,185 **Derrick Mason**
- 5,184 **April Ross**
- 5,139 **Silas Merkel**
- 5,071 **Lambert McElrath**
- 4,996 **Haley Pfeleger**
- 4,969 **Christina Salvatore**
- 4,872 **Franco Bilotti**

- \$ 4,869 **Andrew Chambers**
- 4,825 **Panaris Bregu**
- 4,822 **Brad Toyama**
- 4,746 **Megan Collins**
- 4,740 **Patrice Charles**
- 4,738 **Cross Steplowski**
- 4,726 **Kathia Llewelyn**
- 4,690 **Emad Khalek**
- 4,663 **Kyley Beatty**
- 4,639 **Kurt Evans**
- 4,572 **Jermaine Moye**
- 4,562 **Conall Quish**
- 4,547 **Justin Dunbar**
- 4,541 **Charles Nacovsky**
- 4,539 **Jose Moreno**
- 4,539 **James Ganci**
- 4,530 **Dmitry Pendro**
- 4,528 **Jamell Ramsay**
- 4,526 **Alejandro Sanchez Rios**
- 4,525 **Ashkan Khoshmagham**
- 4,514 **Adrian Colmenares**
- 4,509 **Asata Walker**
- 4,502 **Grant Weiss**
- 4,494 **Anthony D Williams**
- 4,487 **Irma Gallardo**
- 4,486 **Tyler Lala**
- 4,456 **Chad McLaughlin**
- 4,446 **Devon Conway**
- 4,445 **Cherrish Taylor**
- 4,433 **Anthony Robertson**
- 4,405 **Mohammad Mansouri**
- 4,401 **Cody Nicholson**
- 4,399 **Jason McMullen**
- 4,397 **Samir Beydoun**
- 4,395 **Shahriar Mohammadi**
- 4,359 **Camilo Rodriguez Suaza**
- 4,352 **Sarah Saleim**
- 4,350 **Claudia Teran-Bastidas**
- 4,313 **Nick Scordos**
- 4,264 **Kevin Ishikane**
- 4,259 **Nicholas Pence**
- 4,258 **Destiny Okungbowa**
- 4,256 **Gavin McDonald**
- 4,235 **Zue Da Costa**

- \$ 4,228 **Bridgett McDaniels-Russell**
- 4,222 **Connor Meakins**
- 4,219 **Chetna Vats**
- 4,205 **Joseph Sarasin**
- 4,194 **Heccy Rivas**
- 4,187 **Tyler Shaffer**
- 4,136 **Ashley Charriere**
- 4,113 **Allison Moore-Tjaden**
- 4,112 **Christopher Rives**
- 4,085 **Michele Faul**
- 4,084 **Sasha Oakes**
- 4,078 **Derek Woo**
- 4,076 **Connor O'Donnell**
- 4,068 **Danielle Shelp**
- 4,068 **Ashon Chan**
- 4,046 **Clayton Slaughter**
- 4,023 **Takeya Tatum**
- 4,022 **Jordan D Jones**
- 4,005 **Aaron Chan**
- 4,000 **Katharine Thorne**
- 3,981 **Laila Abadi**
- 3,978 **Damon Stroup**
- 3,970 **Mason Duty**
- 3,965 **Paige Lane**
- 3,959 **Adam Kidikas**
- 3,955 **Pedro Albuquerque**
- 3,949 **Andrea Mendez**
- 3,923 **Connor Cook**
- 3,905 **Brandon Labrador**
- 3,901 **Brandon Kawachi**
- 3,898 **Shivanni Lakhani**
- 3,888 **Christine LaGambina**
- 3,883 **Michael Demaggio**
- 3,879 **Kyleasha Draper**
- 3,868 **Melinda Skinner**
- 3,856 **Marcelin Kabala**
- 3,851 **Jihad Ottallah**
- 3,850 **Guarora Victoria**
- 3,841 **Marvin Mondragon**
- 3,816 **Patricia Santamarina**
- 3,809 **Luis Holguin-Juarez**
- 3,779 **Destiny Okungbowa**
- 3,771 **Laura Chavez**
- 3,765 **Julietta Gjini**

- \$ 3,761 **Kashala Guiden**
- 3,752 **Kadian Robinson**
- 3,721 **Nathan Labranche**
- 3,715 **Terrence Spain**
- 3,712 **Yasmin Kapadia**
- 3,711 **Victor Romero**
- 3,703 **Marisone Navor**
- 3,678 **Roger Fredericks**
- 3,664 **Joshua Hammond**
- 3,662 **Spencer Kozej**
- 3,653 **Harbi Hamdan**
- 3,651 **Amber Pearson**
- 3,647 **Richard Tabanji**
- 3,624 **Tomarus Burks**
- 3,617 **Jesse Fullmer**
- 3,593 **Sharon Potter**
- 3,586 **Lleison Martinez**
- 3,568 **Daryl Graham**
- 3,561 **Ariel McAlister**
- 3,548 **Enmanuel Grullon**
- 3,539 **Muhammed Ashraf**
- 3,537 **Alaa Yahya**
- 3,527 **Denzil Latimore**
- 3,522 **Shayla Floch**
- 3,518 **Anthony Capuano**
- 3,503 **Adam Russell**
- 3,498 **Chase Miller**
- 3,489 **Verna Willbur**
- 3,484 **Edward Tiongson**
- 3,482 **Samuel Siegel**
- 3,464 **Tony Georges**
- 3,455 **Arif Hajro**
- 3,450 **Andre Miles**
- 3,438 **Temesghen Starr**
- 3,436 **Richard Carter**
- 3,426 **Pablo Castro Gaulet**
- 3,405 **Kenneth Barker**
- 3,398 **Anthony Medlock**
- 3,398 **Daoud Naser**
- 3,396 **Jorden Jones**
- 3,392 **Ryan Silva**
- 3,387 **Aliz Elvira Ruano**
- 3,376 **Shane Havel**
- 3,337 **Gabriella Weisbom**
- 3,330 **Christina Hamilton**
- 3,322 **Leonard Pataca**
- 3,319 **Damon Blackman**
- 3,318 **Dania Dominguez Granillo**
- 3,305 **Tanya Diaz**
- 3,295 **Bailey Pope**
- 3,288 **Matthew Lehman**
- 3,285 **Anaka Moss**
- 3,278 **Domenico Novara**
- 3,269 **Jessica Klok**
- 3,256 **Fouzieyeh Saad**
- 3,254 **Maria M Ramirez**
- 3,242 **Helena Moreno**
- 3,226 **Tyson Vander Linden**
- 3,211 **Mary Malek**
- 3,207 **Troy Williams**
- 3,204 **Dustin Dunbar**
- 3,195 **Daniel Paravisini**
- 3,189 **Nicholas Geyer**
- 3,181 **Connor Proehl**
- 3,180 **Isabella Cortez**
- 3,176 **Jessica Davis**
- 3,173 **Donald Gregoire**
- 3,157 **Alyssa Libby**

- \$ 3,155 **Christopher Montoni**
- 3,145 **Patricia Fennelly**
- 3,118 **Adam Schaefer**
- 3,097 **Mark Diskin**
- 3,096 **Dylan Stickel**
- 3,092 **Tara Russell**
- 3,092 **Candace Dillon**
- 3,078 **Pagaka Tysal**
- 3,071 **Sanad Altal**
- 3,069 **Tyler McKnight**
- 3,064 **Kasali Kotun**
- 3,056 **Carol Fernandez**
- 3,055 **Samantha Baldwin**
- 3,054 **Alexander Nachman**
- 3,031 **Enzo Morlacci**
- 3,028 **Ryain Lee**
- 3,002 **Razan Zarba**
- 2,992 **Micah Poplin**
- 2,982 **Ebou Jatta**
- 2,975 **Steven Valentim**
- 2,971 **Orett Nelson**
- 2,970 **James Mathews**
- 2,966 **Meardey Kim**
- 2,964 **Chantia Williams**
- 2,941 **Michael Hinson**
- 2,939 **Christopher Vaughn**
- 2,939 **Walter Lewicki**
- 2,932 **Ikram Al-Shobaki**
- 2,923 **Jessica Paray**
- 2,919 **Alex Grushko**
- 2,919 **Timipre Barigha**
- 2,915 **Jacob Jones**
- 2,909 **Xaiver Goodridge-Pruitt**
- 2,906 **Matthew Zang**
- 2,903 **Farnaz Fotovat Ahmadi**
- 2,894 **Doris Martinez Garcia**
- 2,881 **Jeffrey Tillman**
- 2,867 **Sara Flanagan**
- 2,867 **Melissa Grieb**
- 2,863 **Maxon Elozier**
- 2,862 **Brandon Geerken**
- 2,859 **Dana Cortez**
- 2,849 **David Asbra**
- 2,846 **Chilynn Acevedo**
- 2,840 **Rovena Lulgjuraj**
- 2,839 **Enri Sako**
- 2,835 **Khadijah Muhammad**
- 2,826 **Dawid Liniewski**
- 2,822 **Christopher Jeantet**
- 2,811 **Gloria Lopez-Ggalleo**
- 2,800 **Lisa Richardson**
- 2,792 **Joel Trask**
- 2,787 **Clayton Friday**
- 2,778 **Merveille Yangake**
- 2,776 **Nicklaus Boker**
- 2,774 **Dina Boghdady**
- 2,773 **Michael Ellis**
- 2,772 **Zachary McCormack**
- 2,757 **Alexander Stemle**
- 2,750 **Sara Hart**
- 2,748 **Kory Louvelle**
- 2,731 **Katlin Hernandez**
- 2,724 **Conor Markins**
- 2,716 **Jonni Ng**
- 2,710 **Christopher Velez**
- 2,700 **Aiden Brady**
- 2,699 **Anthony Michael**
- 2,685 **Matthew Norcup**

- \$ 2,676 **Ryan Cummings**
- 2,665 **Shundra Hampton**
- 2,663 **Matthew Bostic**
- 2,657 **Sarah Gilmore**
- 2,653 **Colten Rice**
- 2,649 **Stephie Adebayo**
- 2,648 **Claudia Jacquet**
- 2,646 **Isaac Foster**
- 2,640 **Guy Tumilali**
- 2,631 **London Jensen**
- 2,628 **Denise Sheppard**
- 2,627 **Angelo Luciano**
- 2,624 **Tyler Lichter**
- 2,623 **Taylor Nathaniel**
- 2,616 **Javier Diaz**
- 2,614 **Jessica Haydel**
- 2,605 **Carlos Carbajal Jimenez**
- 2,605 **Joseph Misleh**
- 2,599 **Blair Sheppard**
- 2,597 **Tanner Duy**
- 2,581 **Bethany Bray**
- 2,581 **Linda Luz**
- 2,570 **Joshua Cole**
- 2,563 **Tina Janti**
- 2,561 **Logan Mynhier**
- 2,561 **Ruth Molloy**
- 2,544 **Muhammad Amawi**
- 2,544 **John Owens**
- 2,542 **Ben Corradetti**
- 2,535 **Calvin Dickherber**
- 2,523 **Lisa Snider**
- 2,519 **Omar Hashimi**
- 2,518 **Brenda V Laurent**
- 2,516 **Brenda Karagiannis**
- 2,509 **Igor Melcharek**
- 2,501 **Jennifer Sosa**
- 2,499 **Jake Wager**
- 2,487 **Nicole Preston**
- 2,477 **Semaj Henderson**
- 2,475 **Makenzie Wolford**
- 2,473 **Janelle Fischer**
- 2,464 **Paul Pestian**
- 2,458 **Alison Sterzer**
- 2,455 **Simon Reichert**
- 2,452 **Sunya Sather**
- 2,450 **Jacob Rosinsky**
- 2,437 **Melissa Elam**
- 2,437 **Pamela Oleary**
- 2,432 **Ryan Vance**
- 2,432 **Joshua Jimenez**
- 2,429 **Sean Robinson**
- 2,429 **Veronica Britos**
- 2,428 **Julia Hastings**
- 2,426 **Roderick Papa**
- 2,425 **Karl Pierre-Pierre**
- 2,422 **Gabriel Carrera**
- 2,410 **John Curry**
- 2,409 **Mina Nademi Hosseini**
- 2,395 **Lamita Dahdah**
- 2,395 **Diego Martinez Perez**
- 2,393 **Kady Orcutt**
- 2,393 **Katlin Thompson**
- 2,390 **Carly Ferraro**
- 2,388 **Darez Meriwether**
- 2,388 **Jimmy Quifille**
- 2,384 **Said Sabbagh**
- 2,384 **Patrick Keohane**
- 2,383 **Omaira Garces Ramonez**

- \$ 2,379 **Gema Rivas**
- 2,371 **Rosa Teixeira**
- 2,359 **Sandra Moudiongui Ngombo**
- 2,357 **Daniel Lucadello**
- 2,356 **Gary Slocum**
- 2,350 **Donald Hollen**
- 2,348 **Paula Thompson**
- 2,345 **Luis Salazar Rosales**
- 2,341 **Ardit Mucaj**
- 2,341 **Francesco Amato**
- 2,338 **Michael Williams**
- 2,337 **Ellen Tuttle**
- 2,334 **Dominick Nieves**
- 2,330 **Shayla Harris**
- 2,325 **Aaron Piotrowski**
- 2,320 **Cathleen Hairston**
- 2,317 **Morsal Zarif**
- 2,315 **Troy Plummer**
- 2,307 **Adrian Bendo**
- 2,301 **Tom Shamon**
- 2,299 **Anthony Ivan**
- 2,299 **Nadir Gjinatori**
- 2,296 **Juneth Zambrano De Grasso**
- 2,296 **Endy Suriel**
- 2,291 **Cameron Ontko**
- 2,289 **Bradley Sullivan**
- 2,279 **Aaron Ebel**
- 2,276 **Gabriela Ochoa Camacho**
- 2,265 **Shawn Toma**
- 2,262 **Crystal Vairetta**
- 2,261 **Donald Wolak**
- 2,251 **Dirk Devries**
- 2,250 **Mario Damico**
- 2,235 **Daniel Valentin Hermoso**
- 2,233 **Henoch Roman**
- 2,233 **Colin Ghee**
- 2,232 **Ashley MaGee**
- 2,228 **Jenveva Kanis**
- 2,220 **Austin Macias**
- 2,216 **Luis Lopez**
- 2,214 **Lawrence Smith**
- 2,213 **Matthew Hunsberger**
- 2,210 **VaShawn Nelson**
- 2,207 **Chris Lassingner**
- 2,207 **Brandon Hanks**
- 2,206 **Madeleine Vaughn**
- 2,206 **Franklin Gomez**
- 2,205 **Iasmina Pataca**
- 2,201 **Deandre Barber**
- 2,190 **Aaron Chen**
- 2,184 **Cathy Dishong**
- 2,183 **Doris Diaz De Davila**
- 2,170 **Victor Ledesma**
- 2,169 **Gjon Ljulldjuraj**
- 2,169 **Michael Panella**
- 2,168 **Matthew Sturgis**
- 2,167 **Erimano Msafiri**
- 2,162 **Courtney Somsan**
- 2,162 **Darius Rowan**
- 2,160 **Jaime Fisher**
- 2,157 **Wilver Tappo**
- 2,157 **David Burke**
- 2,151 **Courtney Wharton**
- 2,145 **Natalia Sucre Hernandez**
- 2,141 **Kayla Morris**
- 2,139 **Adem Abdula**

- \$ 2,131 **Kaila Stearns**
- 2,130 **Mercedes Petro**
- 2,128 **Peer Shmelzer**
- 2,115 **Jesus Garcia Mar**
- 2,105 **Kameron Adams**
- 2,105 **Leonardo Perez**
- 2,102 **Pretoria Samuel**
- 2,097 **Marek Biedrzycki**
- 2,095 **Tina Nelson**
- 2,094 **Richard Sidoti**
- 2,088 **Jessica Bender**
- 2,085 **Oludoyin Omolaja**
- 2,075 **Marc Futterweit**
- 2,075 **Jesse Rothman**
- 2,075 **James Davis**
- 2,073 **Nicole Cenknier**
- 2,072 **Patricia Ugaz**
- 2,067 **Mitchell Webb**
- 2,066 **Jack Gable**
- 2,058 **Thomas Bertino**
- 2,057 **Robert Burns**
- 2,051 **Matthew Bozella**
- 2,047 **Alipate Makaui**
- 2,045 **Larry Faria Rodriguez**
- 2,039 **Ishmael Whitworth**
- 2,035 **Jacob Krieger**
- 2,024 **Dustin Edgell**
- 2,017 **John Torres**
- 2,015 **Kayla Shelton**
- 2,013 **Ahmed Elagrab**
- 2,013 **Christian Baymack**
- 2,004 **Garth Smith**
- 2,001 **Emily Norde**
- 1,994 **Simeon Adesina**
- 1,993 **Erika Torres**
- 1,990 **Fabian Aniekwensi**
- 1,989 **Jack Pentek**
- 1,982 **Sierra Hinkle**
- 1,973 **James Swartz**
- 1,970 **Janelle Soriano**
- 1,967 **Michael Geyer**
- 1,962 **Travis Speaks**
- 1,958 **Shan Hanes**
- 1,956 **Jason Warzecha**
- 1,952 **Clay Heilman**
- 1,949 **Phi Phan**
- 1,948 **Robin Collier**
- 1,945 **Genevieve Clements**
- 1,945 **Mahmoud Oditallah**
- 1,945 **Akinyemi Akinseye**
- 1,945 **Kris Nallbani**
- 1,942 **Jacob Reiter**
- 1,934 **Andrea Mulder**
- 1,932 **Kamyar Soleymani**
- 1,931 **Dustin Brown**
- 1,930 **Conor Peppard Kramer**
- 1,929 **Mason Thorenson**
- 1,929 **Jordan Graham**
- 1,927 **Shameka Rowe**
- 1,926 **Evan Holzhauser**
- 1,925 **Emily Rogers**
- 1,922 **Brooklyn Brooks**
- 1,921 **Jennifer Anthes**
- 1,919 **Pablo Solis**
- 1,913 **Ryan Bevan**
- 1,907 **Garrett Philbeck**
- 1,905 **Kingsley Ibeh**
- 1,902 **Juan Barrios Colmenares**

WORLD'S GREATEST BONUS - CONTINUED

\$ 1,902 James Hodges	\$ 1,718 Freddy Castillo Hidalgo	\$ 1,580 Paul Marmol	\$ 1,455 Trisha Hargett	\$ 1,332 Trina Peck	\$ 1,252 Tyrrik Henderson	\$ 1,155 Carmen Barrios	\$ 1,083 Kandi Olson	\$ 1,053 Liliana Ramirez	\$ 1,027 Luis Zapata
1,899 Alexander Gomez	1,717 Donita Myles	1,579 Carissa Thorpe	1,454 Michael Ribovich	1,332 Kaiden Herald	1,252 Florencia Ninamanco	1,155 Demetrius Curry	1,082 Levadre Thomas	1,053 Yollette Mompont	1,026 Camila Osuna
1,896 Hugo Flores	1,716 Nicholas Catenacci	1,576 Jordan Viaje	1,452 Brandon Mckandes	1,330 Kevin Phetsomphou	Borda	1,153 Brandon Farias	1,080 Megan Milliman	1,050 Odalys Cordero Cordoba	1,026 Stephen Boone
1,892 Jumell Hodges	1,716 Ivonne Camacho-Sanjinez	1,572 Carolina Lopez	1,439 Colby Kmetz	1,330 DaOne Jordan	1,248 Brandon Minor	1,150 Derek Burnett	1,077 Francis Pfahl	1,049 William Butler	1,025 Arthur Francis
1,880 Cameshia Dowdell	1,712 Ruth Westman	1,568 Romeo Walston	1,439 David Bilotti	1,329 Ian Kouba	1,247 Joshua Berduo	1,150 Ivan Andrade	1,076 Nathaniel Magda	1,048 Wissam Musleh	1,025 Rachael Glamp
1,871 Stefani Miller	1,709 Axyle Reddicks-Schilling	1,565 Wilbert Woods	1,437 Yessica Lopez Aguirre	1,328 Murilo Farina	1,246 Sonia Silva	1,149 Cheryl Rudolph	1,075 Rashel Gonzales	1,047 John Franklin	1,024 Arthur Simpson
1,867 Genaveva Comia	1,708 Enoch Baiden-Nimene	1,565 Yauri Victoria	1,435 Josepha Barrios Gonzalez	1,326 Emelyn Westerfield	1,246 Travis Odom	1,147 Kenneth Preston	1,075 Almira Jez	1,046 Jason Bratin	1,024 Nathan Brooks
1,865 Nicolette Van Rensburg	1,707 Shelby Hill	1,558 Norman Breeden	1,435 Mitchell Davis	1,326 Franklin Garcia Figueredo	1,246 Desmond Dockree	1,145 Victoria Lopes	1,074 Carter Tillotson	1,044 Jozef Tinaj	1,023 Nicolas Rodriguez
1,863 Heidi McMullin	1,706 Marcelo Barrios Lagos	1,558 Adimu Hunter Woodard	1,428 Leslie Villeneuve	1,326 Brandon Neal	1,244 Francesca Veltri	1,143 Ashley Rycroft	1,074 Juli Roth Preston	1,044 Ianna McGregor	1,020 Michelle St. Louis
1,861 Samuel Marzula	1,706 Roxana Duarte Castillo	1,553 James Sherwood	1,427 Jeremy Leung	1,325 Briana Rodriguez	1,244 Danielle Shub	1,140 Samson Adelufosi	1,074 Karmari Alvarez Olivares	1,041 Mauricio Viamonte	1,019 Idalas Perez
1,856 Carlos De Bras Silva	1,706 Nicki Griffiths	1,542 Marllyn Corro Sanabria	1,418 Andrew Severson	1,323 Daniel Charron	1,244 Marc Peters	1,140 Sevin Schoeneweis	1,073 Awbrey Vachon	1,039 Anthony Deihl	1,019 Christopher Jones
1,855 April Taylor	1,702 Jodie Whisenant	1,542 Inez Ocasio	1,418 Jennifer Exum	1,323 Mamadou Barry	1,244 Maurcellous King	1,140 Hunter Budke	1,072 Alexandra Lapensee	1,039 Hunter Budke	1,018 Robert Stevens
1,854 Mohammed Razi	1,699 Nicholas Gomez	1,539 Daniel Prinzo	1,417 Zachary Marshall	1,322 Adafel Garcia Socorro	1,243 Tyjuan Freeman	1,139 William Heilman	1,071 Brianna Shillinglaw	1,038 Kamaile Viena	1,017 Susan Scott
1,853 Shakkira Johnson	1,696 Melissa Hayfa	1,537 Dany Fanego	1,417 Raven Hinton	1,321 Redonia July	1,243 Jayvon Braxton	1,136 Brandon Lindsay	1,070 Sunshine Flores	1,038 Serage Jamil	1,016 Doris Magouirk
1,849 Preston Turchin	1,691 David Gallagher	1,534 Mohamad Kassar	1,415 Marqus Freeman	1,321 Jillian Compton	1,243 Ryan Huber	1,136 Arianna DaLuz	1,069 Aisha Ahmad	1,038 Maher Altairi	1,015 Joseph Moore
1,847 Joaquin Santos	1,689 Austen Oakes	1,532 Jomaal Mathews	1,413 Julia Loboda	1,321 Oscar Gastelum	1,238 Daniel Lytle	1,136 Nathan Shamburg	1,068 Joncarlos Sanchez	1,037 Dunia Alkurdi	1,014 Giovanni Torrijos
1,843 Colby Fox	1,677 Irianny Guedez Gonzalez	1,531 Colleen Chesney	1,412 Patrick Stenglein	1,320 Trace Cary	1,237 Marvin Hubbard	1,136 Dalton Moore	1,067 Ethan Denning	1,037 Anthony Lepore	1,014 Cedar Hansen
1,833 Dylan Wessberg	1,675 Luzymar Rivera	1,529 Jami Mead	1,411 Kelly Bryant	1,318 Teriann Whittington	1,236 Alicia Palafox	1,135 Zachery Kertulis	1,066 Michael Hutchison	1,036 Melissa Alvarez Esaa	1,013 D' Audray Gillard
1,833 Brian Melvin	1,673 Ronald Rivera	1,527 Mark Kitchen	1,409 Rochelle Magpantay	1,317 Oyindamola Falegan	1,233 Harrison Reed	1,135 Reinaldo Sanchez Garban	1,066 Roxie Soto	1,035 Kiana Youmans	1,012 Deandre Ward
1,833 Anthony Salerno	1,672 Devonte Coles	1,525 John Grosu	1,525 Juan Garcia Lima	1,315 Oscar Gastelum	1,233 Mac-Brien Ngunu	1,135 Marisa Willgruber	1,064 Jesse Doherty	1,035 Ifeanyi Ufondo	1,011 Kenia Blanco Acosta
1,832 Amy Kain	1,670 Vania Noriega	1,523 Kelly McDonald	1,409 Luis Moreno	1,311 Walter Henderson	1,231 Kathryn Fell	1,135 Andrew Smith	1,064 Maxwelany Rosalves	1,034 Daniel Hanson	1,008 Joshua Notte
1,830 Kendall Gildersleeve	1,669 Matthew Lewis	1,521 Hala Herbal	1,406 Hope George	1,311 Scott Florin	1,227 Joseph Cammarata	1,134 Natasha Smith	1,064 Garrett Sidoti	1,034 Jessica Specht	1,006 Ashley Elder
1,828 Vanessa Rodriguez	1,659 Kristi Patterson	1,521 Trace Johnson	1,406 Nelson Rodriguez	1,310 Kareem Mutia	1,223 Laurie Ward	1,134 Manique Sala	1,063 Cassiana Veiga	1,033 Willie Williams	1,005 Ernesto Polanco
1,823 Jordan Mosher	1,658 Johanny Rodriguez	1,521 Cedric Portis	1,405 Maria Socorro Romero	1,308 Alejandro Perez-Gonzalez	1,222 Daniel Perez	1,133 Rocky Allen	1,063 Iris Recinos-Franco	1,032 Nancy Duong	1,005 Jonah Mullins-Wilson
1,823 Paige Zuzick	Damiani	1,517 Jillian Finch	1,405 Emily Schejbal	1,307 Jacoby Barry	1,221 Brooke Pickett	1,133 Valeria Sierra Gomez	1,062 Tiani Guthrie-Williams	1,032 Sherrell Brown	1,005 Eric LaBossiere
1,815 Hector Colina-Sosa	1,648 Ifrah Tahir	1,515 Brittomarie Yarian	1,404 Karina Randall	1,306 Cassidy Griffin	1,221 Francis Duenas	1,132 Shahab Mahdavi	1,060 Liz Hernandez Zaldivar	1,032 Jerome Harris	1,003 Lyndon Hembree
1,805 Craig Fernandez	1,644 Jason Duncan	1,515 Monica Kayano	1,404 Wileiner Marin Martinez	1,306 Ronald Rodriguez Garcia	1,220 Paola Ramos	1,132 Tanner Midlock	1,059 Dallas Laughington	1,032 Monica Lee	1,003 Ariel Vagotis
1,801 Sarah Desimone	1,644 Christina Ande	1,509 John Mancuso	1,404 Dillon Kuehne	1,304 Tyler Tasa	1,218 Kimberly Grooms	1,133 Victoria Lewis	1,059 Victoria Lewis	1,031 Sebastian Frydenberg	1,002 Kelly Yingling
1,796 Morvarid Tadayon	1,641 Charles Allen	1,508 Joseph Kanaan	1,403 Jovanie Scarlett	1,303 Kurt-James MacMillan	1,217 Taylor Ross	1,130 Eric Morris	1,059 David Cormany	1,030 Brenton Fulton	1,001 Tristin White
1,796 Emily Klich	1,641 Vincent Neal	1,508 Jeffery May	1,397 Anitsirc Santana Gonzalez	1,301 Evan Bright	1,216 Victor Iragorri Pinzon	1,128 Richard Barbour	1,058 Keith Gindlesperger	1,029 Richard Millington	1,000 Denise Hettinger
1,795 Truman Falkner	1,640 Bojaymes Forster	1,506 Romal Omid	1,393 Marie Laine	1,300 Marynes Molleda	1,216 Sakezia Kelly	1,128 Sean Dillon	1,058 Seth Thomas	1,028 Giselle Navarro Zuniga	
1,794 Tichina Haughton	1,638 Omer Bodair	1,504 Mario Andres Chavez	1,391 Stephanie Seales	1,299 Alex Carr	1,215 Stephanie Rheinheimer	1,128 Thomas Chidester	1,057 Brylee Simmons	1,028 Orion Moore	
1,793 James Sjoberg	1,638 Asiguy Haugabook	1,503 Dylan White	1,391 Lance Sweeney-Devero	1,299 Anthony Colindres	1,213 Elio Mertiri	1,125 Dain Bowen	1,057 Steffanie Arce		
1,792 Tyler Ochoa	1,637 Arden Stone	1,503 Benjamin Shortridge	1,387 Sanub Sinclair	1,299 Eduarda Chagas	1,212 Angel Salcedo Chacin	1,124 Meredith Jones	1,057 Heather Tibiatowski		
1,786 Guillermo Diaz	1,634 Ryan Vickers	1,502 Andrew Boston	1,386 Silvana Malasechevarria	1,298 Nathan Tubbs	1,212 Jillian Arshadi	1,124 Jack Craig	1,056 Rosa Masso Chamorro		
1,780 Kimia Dotaghi	1,634 Wendso Ouedraogo	1,500 Sean Malaven	1,385 Cole Hampton	1,298 Anna Senra	1,211 Angell Alshadi	1,123 Bryan Fronberger	1,054 Jared DeLeon		
1,777 Brandon Elliott	1,632 Christian Velazquez Leyva	1,500 Nancy West	1,382 Patricia Bahati	1,297 Russell Colby	1,206 Clayton Musselman	1,120 Ashton Roachell	1,053 Ruben Terrero		
1,776 Eric Caballero	1,630 Robert Counts	1,499 Chris Densham	1,379 Lily Fortner	1,294 Devin Henning	1,205 Stacie Freye	1,119 Jamal Walters			
1,774 Fredda Saade Avendano	1,626 Kevin Butchino	1,498 Candice Collins	1,374 Barbara King	1,294 James Canfield	1,205 Jose Vega	1,119 Andrew Bogeas			
1,772 Kahlil Blakely	1,618 Abubakarr Keita	1,498 Prince Enoch	1,372 Nikita Lahoda	1,293 Chelsea Padilla	1,205 Nadia Bailey-Robinson	1,117 Dana Martin Gonzalez			
1,772 Samantha Bitterman	1,617 Travion Nelson	1,496 Darryl Sykes	1,370 Eric Butt	1,291 Maria Rodriguez Farias	1,201 Lance Slaughterbey	1,116 Marla Ballerini			
1,771 Alec Apodaca	1,615 Fatjon Vrushki	1,495 Christopher McGlynn	1,367 Imani Banks	1,290 Vanessa El Barouki Ocando	1,195 Jeffrey Hall	1,116 Benjamin Jaimes			
1,769 Kylielyn Blasen	1,611 Carson Nachman	1,494 Patricia Zeitz	1,365 Natalie Soboleva	1,290 Jonis Hatia	1,195 Austin Ewing	1,116 Rushawn Grange			
1,768 Justin Neal	1,611 Michael Locke	1,494 Elion Bendo	1,362 Lindsey Stakset	1,287 Uri Hawkins	1,194 Ilya Cordeiro	1,115 Joshua Doyle			
1,766 Brian Colarusso	1,611 Raylene Canela	1,492 Raheem Nubani	1,357 Nelson Desmond	1,283 Majella Villacorta	1,193 Roquaves Sterling	1,114 Ryan Sellars			
1,766 Daniel Levine	1,609 Ivana Martin	1,483 Amina Mayzel	1,356 Mike Reed	1,282 Debbie-Ann Whitehorne	1,193 Luis Soriano	1,114 Brian Desroches			
1,764 Bernardo Lopez	1,607 Arthur Manukian	1,483 Kareem Taylor	1,356 Maria Martinez Nogueta	1,281 Luke Petersen	1,191 Laritza Alfaro-Zaldivar	1,109 Sophia Campbell			
1,763 Brooke Beaver	1,607 Bianca Caballero	1,482 Brandon Applegate	1,354 Kayla Commesso	1,280 Rosalind Coates	1,184 Andrea Dorta	1,108 Elaine Turner			
1,761 Nathan Hunt	1,606 Jesus Romero Araujo	1,480 Kayla Segady	1,351 Aliyah Ramsammy	1,278 Nawras Kanan	1,183 Jacob Buzzard	1,106 Nina Blackmon			
1,754 Maria Domaracki	1,605 Nadira Singh-Moon	1,478 Aissa Alleyne	1,351 Robin Korevaar	1,277 Donald Queen	1,181 Jacob Walsh	1,104 Daniel Lewis			
1,752 Skylar Gray	1,605 Yormaylin Anderson	1,477 Leydi Perez Barrera	1,351 Deondric Williams	1,274 John Reason	1,181 Don Lindsay	1,102 Wanda Rock			
1,751 Gurpartap Randhawa	1,604 Lynnette King	1,477 Anthony Bolognesi	1,351 Vitaliy Stoykevich	1,273 Jack Casey	1,179 Gina Lopez	1,100 Steven Ramirez			
1,743 Amanda Radich	1,601 Sofia Aleman Madriz	1,476 Mitchell McLaughlin	1,349 Bianca Rodriguez	1,270 Joana Legg	1,179 Kristina Tuttle	1,099 Kelli Myers			
1,741 James Evans	1,600 Maricruz Betances	1,475 Jason Ashline	1,347 Marcellus Brice	1,269 Yolaine Octave	1,178 Zeveyon Furcron	1,097 Rodriguez Williams			
1,740 Maksym Kulis	1,598 Lynn Svoboda	1,475 Luke Reiter	1,347 Ranjana Chopra	1,265 Gage Stevens	1,178 Bradley Blumenshine	1,097 Colleen Senecal			
1,736 Mama Atetu	1,594 Stephanie Dunbar	1,475 Maria Cisneros Bestene	1,345 Stephanie Deal	1,264 Jerrell Boyd	1,173 Matthew Garrow	1,096 Kevin De Leon			
1,733 Harkeerat Singh	1,594 Alexandra Longo	1,474 Marian Gerges	1,342 Sabrina Koorbanally	1,263 Kian Frost	1,173 Julianna Rogers	1,093 Gina Gutierrez			
1,731 Joe Young	1,594 Steven Pawley	1,474 Max Bigley	1,340 Gary Louis-Charles	1,263 Anthony Recker	1,173 Jennifer Truitt	1,093 Juan Jimenez			
1,730 Andreina Gonzalez	1,590 Amir Khairalla	1,470 Ricardo Herrera	1,339 Daniel Bean	1,261 Mahmoud Sammour	1,169 Steven Harding	1,091 Maria Ortega			
1,730 Susan Quassani	1,590 Emil Jackson	1,463 Mariangel Blanco	1,338 Lu Zhang	1,259 Marion Polk	1,169 Raymond Lau	1,091 Luis Almaguer			
1,728 Jennifer Savino	1,586 Ethan Lax	1,462 Nicholas Beyer	1,337 Lydia Harvey	1,259 Luis Canchica	1,168 Kelsey Smith	1,088 Daniela Alvarado Moran			
1,727 David Mayfield	1,584 Jin Chen	1,461 Michaela Ejifugha	1,337 Eric Markland	1,258 Shawntell Powell	1,168 Tyler Worstell	1,087 Jennifer Headley			
1,724 Mohammed Alniserawiy	1,582 Kathleen Markham	1,461 Remy Jones	1,336 Zachary Jones	1,255 Leonard Pedroso	1,164 Brian Girton	1,085 Nouraddin Hussein			
1,722 Rubin Chaimov	1,582 Ethan Tolbert	1,460 Rahne Parker	1,336 Kerry Connolly	1,254 Laurey Nidever	1,160 Parker Greer	1,084 Chadwick Hamersma			
1,719 Kristopher Bour	1,582 Vishwanath Sankaran	1,457 Merveille Kabala	1,335 Abiola Shedeke	1,254 Dominique Weiss	1,159 Kelli Lelacheur	1,084 Jonathan Shaya			

LEADERSHIP BONUS

1



Bledar Bane
\$65,349
AO

2



Klaudio Martinaj
\$61,838
AO

3



Andi Iftiu
\$61,440
AO

4



Mathew Kahwaji
\$57,752
AO

5



Arif Hajro
\$51,214
AO

JANUARY BONUS LEADERS

PAYOUT: \$2,895,003

QUALIFIERS: 816

- \$ 65,349 Bledar Bane
- \$ 61,838 Klaudio Martinaj
- \$ 61,440 Andi Iftiu
- \$ 57,752 Mathew Kahwaji
- \$ 51,214 Arif Hajro
- \$ 45,181 Mark Neilson
- \$ 42,799 Mohamed Aljahmi
- \$ 40,895 Astrid Ebner
- \$ 38,388 Carol Fernandez
- \$ 36,526 Justin Haisha
- \$ 35,433 Katelyn Ucar
- \$ 34,692 Taulant Bane
- \$ 30,281 Carrington Hanna
- \$ 29,979 Luciano Valero Vidal
- \$ 29,970 Ileana Tineo
- \$ 28,095 Nelson Sucre
- \$ 23,874 Ashley Rust
- \$ 23,816 Montzer Alwatan
- \$ 23,439 Matthew Conrad
- \$ 22,559 Mark Dushaj
- \$ 22,478 Alan Sedaghat
- \$ 22,125 Joseph Gojcaj
- \$ 20,932 Zach Otto
- \$ 20,531 Maria Lagios
- \$ 20,189 Nick Scordos
- \$ 19,893 Kolin Delija
- \$ 19,722 Bobby Gujral
- \$ 19,685 Daniel Pacheco
- \$ 18,405 Garrett Amora
- \$ 17,802 Jessica Chang
- \$ 16,342 Zackarea Hakim
- \$ 16,136 Taleb Jammoul Hajali
- \$ 15,779 Caritza Rojas
- \$ 15,668 Spencer Kozaj
- \$ 15,570 Ryan Stengej
- \$ 15,478 Michael Geyer
- \$ 14,878 Joseph Tomanovich
- \$ 14,554 Brandon Hughes
- \$ 13,732 David Gallagher
- \$ 13,191 Jeffrey Espinal
- \$ 13,133 Gregory Rudolph
- \$ 12,877 Ana Machado Rodriguez
- \$ 12,753 Justin Adams
- \$ 12,707 Alexandria Greer
- \$ 12,698 Christian Gojcaj

- \$ 12,657 Mary Ramirez
- \$ 12,647 Daniel Prinzo
- \$ 12,533 Manique Sala
- \$ 12,090 Joshua Olin
- \$ 12,075 Arturo Romero
- \$ 11,912 Fernando Coiran
- \$ 11,685 Jacob Krieger
- \$ 11,403 Vivian Trinh
- \$ 11,315 Todd Engelson
- \$ 11,202 David C Williams
- \$ 10,834 Michael McKiernan
- \$ 10,776 Ervin Metaj
- \$ 10,635 Michael Grudzien
- \$ 10,545 Jozef Tinaj
- \$ 10,369 Nicholas Opacian
- \$ 10,327 Chris La Fond
- \$ 10,273 Clayton Slaughter
- \$ 10,201 Jihad Ottallah
- \$ 10,133 Bobby Park
- \$ 10,102 Stella Roznovan
- \$ 9,878 Christina Babcock
- \$ 9,725 Carlos Navas
- \$ 9,683 Bruno Nuro
- \$ 9,565 Bruce Viaje
- \$ 9,544 Nicholas Geyer
- \$ 9,523 Cesar Romero Vasquez
- \$ 9,448 Adem Abdula
- \$ 9,225 Marshall Fernandez
- \$ 9,203 Darrell Asbell
- \$ 9,008 Steven King
- \$ 8,768 Tyler Teague
- \$ 8,741 Laurence Moore
- \$ 8,685 Ashkan Khoshmagham
- \$ 8,375 Franco Bilotti
- \$ 8,374 Christopher Montoni
- \$ 8,373 Jillian Getz
- \$ 8,329 Jessica Kay
- \$ 8,285 Kevin Appasamy
- \$ 8,176 Jesse Benwell
- \$ 8,168 Franko Bilbili
- \$ 8,104 Mike Paragiou
- \$ 8,067 Zayd Alwawi
- \$ 7,929 Ian Zollos
- \$ 7,816 Panaris Bregu
- \$ 7,735 Tyler McKnight

- \$ 7,731 Jesse Barker
- \$ 7,586 Joshua Hosenbold
- \$ 7,584 Kevin Swiatek
- \$ 7,581 Dirk Devries
- \$ 7,529 Normaned Arocho Pendas
- \$ 7,468 Jonathan Rindt
- \$ 7,352 Peter Gabranski
- \$ 7,246 Damian Woods
- \$ 7,227 Kevin Gillum
- \$ 7,204 Sabrina Agostini
- \$ 7,148 Hemerson Gonzalez
- \$ 7,115 Damian Woods
- \$ 7,047 Kingsley Ibeh
- \$ 7,011 Alejandra Larez Morales
- \$ 6,975 Jennifer Ragan
- \$ 6,911 Riche Haye
- \$ 6,818 Logan Buckley
- \$ 6,781 Tyler DuBois
- \$ 6,763 Zakaria Elgahmi
- \$ 6,643 Stella Roznovan
- \$ 6,633 Cody Gardner
- \$ 6,610 Romal Omid
- \$ 6,605 Nicole Sanders
- \$ 6,557 Elio Mertiri
- \$ 6,530 Steven Pavel
- \$ 6,528 Noah Vongunden
- \$ 6,526 Jacob Lavallie
- \$ 6,499 Steven Warner
- \$ 6,456 Alon Barnur
- \$ 6,406 Brandon Minor
- \$ 6,386 Jared Robertson
- \$ 6,305 Kian Frost
- \$ 6,273 Brian Colarusso
- \$ 6,262 Mario Hajro
- \$ 6,251 Bobby Hamilton
- \$ 6,246 Jhanna Valerio Vivas
- \$ 6,220 Ahmed Elagrab
- \$ 6,212 Donald Hollen
- \$ 6,153 Michael Burningham
- \$ 6,073 David Carpenter
- \$ 6,056 Kelechi Anele
- \$ 5,950 Kais Mbuyi
- \$ 5,929 Michael Maloney
- \$ 5,879 Mark Bernsdorff
- \$ 5,855 Ed-Maggie Myrthil

- \$ 5,777 Daniela Rangel
- \$ 5,755 Ahmad Aqel
- \$ 5,738 Derek Foore
- \$ 5,735 Diego Vargas
- \$ 5,690 Jordan Stelzer
- \$ 5,657 Emily Klich
- \$ 5,613 Sylvain Kalombo
- \$ 5,611 Rea Alwan
- \$ 5,604 Carlos Colina
- \$ 5,597 Ebou Jatta
- \$ 5,529 Arthur Trost
- \$ 5,351 Alexander Gomez
- \$ 5,307 Joseph Crivelli
- \$ 5,302 Dianka Blash
- \$ 5,250 Almina Jez
- \$ 5,152 Angel Marquez
- \$ 5,091 Daniel Perkins
- \$ 5,049 Troy Henderson
- \$ 5,036 Luis Vidal
- \$ 5,024 Sierra Hartwig
- \$ 4,998 David Bilotti
- \$ 4,971 Nicholas Chuma
- \$ 4,956 Raquel Grays
- \$ 4,912 Joshua Notte
- \$ 4,906 Mauro Capozucca
- \$ 4,713 Nicholas Beyer
- \$ 4,580 Crystal Mekdarasack
- \$ 4,567 Timothy Wilson
- \$ 4,462 Jeffery May
- \$ 4,458 Ryan Martin
- \$ 4,451 Ian Pickett
- \$ 4,435 Kevin Musai
- \$ 4,417 Jessenia Shavlik
- \$ 4,388 David Staffieri
- \$ 4,351 Aaron Piotrowski
- \$ 4,362 Francesca Veltri
- \$ 4,355 Regina Koonce
- \$ 4,326 Kelly Schoenherr
- \$ 4,313 Adam Schaefer
- \$ 4,272 Joshua Butrey
- \$ 4,235 Mayerlin Ramirez Davila
- \$ 4,231 Blair Sheppard
- \$ 4,229 Eleisa Carlino Andrea
- \$ 4,228 Hasan Ghazal
- \$ 4,203 Tanner West

- \$ 4,188 Kingsley Hansen
- \$ 4,104 Ryan Slone
- \$ 4,097 Jennifer Terife Medina
- \$ 4,081 Matthew McDowell
- \$ 4,053 Endy Suriel
- \$ 4,014 Dalton Cassavoy
- \$ 4,009 Arcelia Zizumbo
- \$ 3,898 Michele Faul
- \$ 3,889 Cody Nykoliation
- \$ 3,883 Samuel Artzis
- \$ 3,869 Jusem Hajali
- \$ 3,834 Sylvia Faucher
- \$ 3,777 Nicole Bolognesi
- \$ 3,760 Stephen Davis
- \$ 3,741 Chase Miller
- \$ 3,725 Tomarus Burks
- \$ 3,719 Clayton Friday
- \$ 3,690 Lisbeth Vasquez Rodriguez
- \$ 3,655 Enri Sako
- \$ 3,645 Sara Vaz
- \$ 3,622 Samuel Marzula
- \$ 3,618 Connor O'Donnell
- \$ 3,561 Phi Phan
- \$ 3,546 Noe Perez
- \$ 3,506 Ardian Gojcaj
- \$ 3,503 Oscar Gastelum
- \$ 3,488 Daniel Arzate Roa
- \$ 3,431 Jorge Caridad
- \$ 3,430 Michael Scarborough
- \$ 3,410 Cassidy Griffin
- \$ 3,406 Tebi Njilefack
- \$ 3,399 Kasali Kotun
- \$ 3,389 Melinda Skinner
- \$ 3,379 Keenan Bignall
- \$ 3,375 Jake Gelb
- \$ 3,299 Cherrish Taylor
- \$ 3,255 Stephanie DesForges
- \$ 3,255 Torian Fields
- \$ 3,250 Priscilla Blanco
- \$ 3,232 Alberto Alcalá
- \$ 3,222 Dare Meriwether
- \$ 3,220 Anthony Marsella
- \$ 3,166 Alexis Pineiro
- \$ 3,125 Isabella Chacin
- \$ 3,073 Tina Janti

- \$ 3,049 Adrienne Bragas
- \$ 3,041 Toni-Ann Allen
- \$ 3,033 Pedro Bolivar Pena
- \$ 3,017 Keeland Bryant
- \$ 3,003 Pablo Castro Gaulet
- \$ 2,989 Adam Kidikas
- \$ 2,960 Robert Jackson
- \$ 2,955 Tanner Dwy
- \$ 2,935 Sanad Altal
- \$ 2,917 Marisa Willgruber
- \$ 2,911 Arianna Patterson
- \$ 2,909 Brandon Summerton
- \$ 2,908 Nolan Yarrington
- \$ 2,885 Christopher Jason
- \$ 2,878 Jason Bratin
- \$ 2,839 Aldo Ramirez Marinelli
- \$ 2,837 Omar Billy
- \$ 2,832 Alexander Nachman
- \$ 2,829 Yolamar Picon Mora
- \$ 2,791 Dustin Dumbrton
- \$ 2,771 Andrew Hynan
- \$ 2,766 Jesse Englert
- \$ 2,764 Christopher Larsen
- \$ 2,744 Hannah Rockensuess
- \$ 2,725 Heccy Rivas
- \$ 2,722 Gunnar Jorstad
- \$ 2,721 Jonathan Da-Al
- \$ 2,709 Roxana Duarte Castillo
- \$ 2,701 Amanda Urdaneta
- \$ 2,684 Sierra Kelsey
- \$ 2,664 John Santosuosso
- \$ 2,640 Brandon Gamagami
- \$ 2,633 Blake Higuchi
- \$ 2,600 Nicholas Keeley
- \$ 2,571 John Rings
- \$ 2,559 Victoria Lewis
- \$ 2,552 Katy Rivera
- \$ 2,549 Aubrie Ray
- \$ 2,543 Matthew Melhorn
- \$ 2,535 Ryan Cummings
- \$ 2,534 Asante Jackson
- \$ 2,528 Nelson Desmond
- \$ 2,525 Jovanie Scarlett
- \$ 2,525 Lauretta Bawo
- \$ 2,525 Jordan Hamrick
- \$ 2,496 Susana Vargas
- \$ 2,492 Dylan Garrett
- \$ 2,489 Nikolai Zollinger
- \$ 2,458 Austin Macias
- \$ 2,448 Andy Batten
- \$ 2,432 Christopher Burkholder
- \$ 2,425 Johnny Fuller
- \$ 2,415 Andrew Chambers
- \$ 2,406 Brandon Bennett
- \$ 2,386 Abigail Luna Rodriguez
- \$ 2,370 John Catalano
- \$ 2,362 Karen Romero
- \$ 2,362 Lindsey Stakset
- \$ 2,354 Patrick Stenglein
- \$ 2,352 Ornela Martinaj
- \$ 2,343 Salvatore Sortino
- \$ 2,340 Ashley Woodyard
- \$ 2,335 Alexus Hawkins
- \$ 2,329 Chris McFoy
- \$ 2,308 Adrien Robertson
- \$ 2,303 Devon Conway
- \$ 2,295 Nina Dolman
- \$ 2,293 Joshua Goodman
- \$ 2,259 Solgeis Cardozo Mijares

- \$ 2,227 Ashlynn Orng
- \$ 2,226 Rochelle Magpantay
- \$ 2,199 Dana Martin Gonzalez
- \$ 2,196 Raul Pinto
- \$ 2,196 Emily Buelow
- \$ 2,194 Tyler Tasa
- \$ 2,186 Mele Makau
- \$ 2,186 Kevin Dempsey
- \$ 2,185 William Flournoy
- \$ 2,183 Peer Shmelzer
- \$ 2,175 Ashley Mysza
- \$ 2,173 Zachery Kertulis
- \$ 2,171 Alejandro Sanchez Rios
- \$ 2,160 Braeden Gilbert
- \$ 2,152 James Marks
- \$ 2,152 Carlo Buhay
- \$ 2,152 Margaret Cho
- \$ 2,150 Ryne Morozowski
- \$ 2,142 Christopher Hentz
- \$ 2,125 Chilynn Acevedo
- \$ 2,120 Juan Olvera
- \$ 2,115 Cash Sampson
- \$ 2,095 Morgan Boneberg
- \$ 2,092 Luissana Atacho Chirinos
- \$ 2,054 James Fangmann
- \$ 2,048 Aaron Edelman
- \$ 2,042 Hussein Kutkut
- \$ 2,040 Luis Almaguer
- \$ 2,035 Seth-Thomas Ordeneaux
- \$ 2,034 Giselle Navarro Zuniga
- \$ 2,017 Nicole Wright
- \$ 1,999 Marquies Price
- \$ 1,998 Aaron Gamalinda
- \$ 1,997 Abigail Trifone
- \$ 1,947 Aubrey Wolfe
- \$ 1,946 Michal Focken
- \$ 1,945 Fredda Saade Avendano
- \$ 1,944 Omaira Garcés Ramonez
- \$ 1,938 Ian Kouba
- \$ 1,933 Priamo Persichetti
- \$ 1,921 Marie Laine
- \$ 1,914 London Burnett
- \$ 1,913 Angel C Marquez
- \$ 1,906 Samantha Dorrrough
- \$ 1,903 Nicklaus Boker
- \$ 1,898 Martin Toma
- \$ 1,891 Jamie Caldwell
- \$ 1,870 Matthew Hudlin
- \$ 1,851 Madison Fritz
- \$ 1,849 Johny Gerges
- \$ 1,839 Zachary Marshall
- \$ 1,836 Eric Martinez
- \$ 1,826 Rosalind Coates
- \$ 1,821 Dale Steely
- \$ 1,820 Matthew Sutton
- \$ 1,808 Shawntell Powell
- \$ 1,801 Jason Kelley
- \$ 1,797 Gary Slocum
- \$ 1,774 Eric Thompson
- \$ 1,745 Richard Sidoti
- \$ 1,741 Walter Henderson
- \$ 1,740 Slavita Hut
- \$ 1,735 Danny Geva
- \$ 1,734 Tenneson Mather
- \$ 1,733 Jose Castillo
- \$ 1,724 Erald Tomorri
- \$ 1,722 Justin Herrmann
- \$ 1,696 Miguel Serrano
- \$ 1,692 Silas Merkel

- \$ 1,689 Maria Bonilla Borrego
- \$ 1,687 Karina Moran
- \$ 1,673 Paul Rumbuc
- \$ 1,662 Cindy Ramirez
- \$ 1,657 Rebecca Rehrig
- \$ 1,631 Kristi Basho
- \$ 1,631 Melissa Hayfa
- \$ 1,604 Mark Lahijani
- \$ 1,596 Daniel Rock
- \$ 1,588 Krystal Pearlman
- \$ 1,582 Joseph Lance
- \$ 1,576 Alexandra Longo
- \$ 1,560 Nicole Castellanos
- \$ 1,556 Tabitha Sanders
- \$ 1,543 Augusto Arango
- \$ 1,528 Carlo Whitmarsh
- \$ 1,522 Heriberto Chavez
- \$ 1,515 Elizabeth Contreras
- \$ 1,513 Chad McLaughlin
- \$ 1,492 Jason Green
- \$ 1,491 Michael Schaefer
- \$ 1,485 Samantha Goris
- \$ 1,483 Giorgi Gogidze
- \$ 1,472 Michael Cirelli
- \$ 1,470 James Mathews
- \$ 1,461 Yoline Octave
- \$ 1,459 Eno Iftiu
- \$ 1,450 Luis Alvarez
- \$ 1,448 Edward Leon
- \$ 1,437 Alexandra Graham
- \$ 1,432 Christopher Rives
- \$ 1,419 Tucker Gregor
- \$ 1,412 Ali Saad
- \$ 1,410 Eric Caballero
- \$ 1,398 Lukas Yoder
- \$ 1,397 Lyndon Prosser
- \$ 1,387 Denis Snyder
- \$ 1,377 Daisy Vasu
- \$ 1,359 Jennifer Siregar
- \$ 1,355 Srinivas Yerraganti
- \$ 1,342 Jennifer Savino
- \$ 1,340 Evan Pinkerton
- \$ 1,325 Rashel Gonzales
- \$ 1,316 Alek Filtz
- \$ 1,316 Patrick Donovan
- \$ 1,314 Jonni Ng
- \$ 1,312 Diego Sucre Hernandez
- \$ 1,294 Nicole Herrin
- \$ 1,289 Colten Rice
- \$ 1,289 Christopher Bungay
- \$ 1,286 Ruben Terrero
- \$ 1,280 Jacqueline Prieto
- \$ 1,274 Grant Thompson
- \$ 1,264 Beau Minnick
- \$ 1,264 William Shealey
- \$ 1,253 Katharine Thorne
- \$ 1,249 Michael Nehme
- \$ 1,237 Braydon Cameron
- \$ 1,237 Marvin Fernandez
- \$ 1,233 Mitchell McLaughlin
- \$ 1,230 Ngan Pham
- \$ 1,211 Juan Aleman Madriz
- \$ 1,209 Carmen Pena Guedez
- \$ 1,195 Jenny Kim
- \$ 1,190 Mario Borino
- \$ 1,179 Latoiya Wells
- \$ 1,179 Isaiah McGee
- \$ 1,171 Marisa Brockway
- \$ 1,157 Al-Shakise Anderson

- \$ 1,149 Ryan Hritz
- \$ 1,142 Jake Yagjian
- \$ 1,135 Patrick Sullivan
- \$ 1,125 Austin Timmons
- \$ 1,122 Britton Costa
- \$ 1,106 Joshua McTier
- \$ 1,105 Timothy Welsh
- \$ 1,101 William Benline
- \$ 1,074 Roxie Soto
- \$ 1,072 Justin Rydzziel
- \$ 1,072 Roccina Concepcion Lopez
- \$ 1,069 Brooklyn Brooks
- \$ 1,067 Omar Fernandez
- \$ 1,051 Taj Tumber
- \$ 1,050 Luke Reiter
- \$ 1,046 Genesis Medina Mendoza
- \$ 1,046 Marvin Gonzalez
- \$ 1,046 Andrew Bishop
- \$ 1,043 Orion Moore
- \$ 1,039 Ashley Norris
- \$ 1,028 Dustin Holtz
- \$ 1,023 Jennifer Joseph
- \$ 1,020 Dameyan Chambers
- \$ 1,018 Montana McDonald
- \$ 1,013 Paige Zuzick
- \$ 987 Dalton Moore
- \$ 980 Shakresha Parhams
- \$ 974 Leyna Cary
- \$ 967 Christina Salvatore
- \$ 962 Alejandra Maldonado
- \$ 951 Rubin Chaimov
- \$ 945 Gina Davis
- \$ 939 Nathan Frahm
- \$ 936 Anthony Greco
- \$ 935 Tabitha McDermid
- \$ 914 Timipre Barigha
- \$ 913 Shanna Cote
- \$ 913 Richard Leveille
- \$ 910 Rielly Maher
- \$ 905 Raymond Stephenson
- \$ 904 Janelle Fischer
- \$ 899 Antonio Chacin
- \$ 891 Courtney Somsan
- \$ 872 Yusuf Ebrahimi
- \$ 868 Nabil Atallah
- \$ 867 Kelly Betancourt
- \$ 866 Jesus M Parra
- \$ 862 Sean Gillespie
- \$ 855 Michael Harvey
- \$ 839 Avere Leonard
- \$ 831 Tyler Ortiz
- \$ 822 Kekoa Jacobs
- \$ 805 Ryain Lee
- \$ 802 Samy Jacques
- \$ 799 Stuart Pagan
- \$ 797 Christopher Bentley
- \$ 788 Cynthia Vickers
- \$ 787 Paul Kelly
- \$ 784 Erica Lent
- \$ 778 Alexis Langley
- \$ 774 Robert Joseph
- \$ 753 De'Carleone Townsend
- \$ 749 Jose Matos
- \$ 748 Jaden Goldney
- \$ 742 Austin Sickler
- \$ 736 Bryce Engstrom
- \$ 730 Kahlil Jackson
- \$ 722 Ashley Gamache
- \$ 720 Taikendy Trinh

- \$ 715 Maria Lugo Rincon
- \$ 715 Alessandro Succurro
- \$ 714 Shahriar Mohammadi
- \$ 713 Claude Hamilton
- \$ 705 Parveen Lakhani
- \$ 705 Brendan Rudzonis
- \$ 703 Oscar Alvarez
- \$ 703 Axel Carrasquel
- \$ 702 Parker Greer
- \$ 696 Kara Roenspies
- \$ 695 Emil Gamidov
- \$ 692 Assad Aboltef Akel
- \$ 691 Tyler Lala
- \$ 688 Martin Correa Avila Robb
- \$ 687 Pa Aliue Kasseh
- \$ 683 Joseph Nelson
- \$ 678 Nicholas Gomez
- \$ 676 Haley Pfleger
- \$ 676 Justin Maska
- \$ 675 Nathaniel Magda
- \$ 669 Johnny Ly
- \$ 668 Nouraddin Hussein
- \$ 667 Jordan Mosher
- \$ 666 Adrian Bendo
- \$ 663 Cole Bramhall
- \$ 655 Dane Nixon
- \$ 648 Marisone Navor
- \$ 648 Lindsay Cary
- \$ 647 David Wang
- \$ 645 Michael Dejesus
- \$ 637 Asiguy Haugabook
- \$ 630 Madison Mayoral
- \$ 630 Brody Maughan-Evanson
- \$ 628 Razan Zarba
- \$ 619 Jayme Valle
- \$ 619 Ransney Vazquez
- \$ 618 Brandon Geercken
- \$ 617 Amanda Radich
- \$ 612 Daniel Schwartz
- \$ 601 Johanna Infante Perez
- \$ 598 Donald Joseph
- \$ 591 Jabari Thompson
- \$ 589 Lisa Lawrence
- \$ 585 Sayed Hashimi
- \$ 585 Taurean Flournoy
- \$ 584 Dillon Zartman
- \$ 582 Connor Koy
- \$ 575 Grant Paplin
- \$ 569 Ixsen Carrasquel Martinez
- \$ 565 Nicole Preston
- \$ 558 Gagne Stevens
- \$ 557 Ryan Carswell
- \$ 555 Tina Lopez
- \$ 545 Kenneth Barker
- \$ 535 Angie Sanabria Quintero
- \$ 531 Makenzie Wolford
- \$ 528 Stefan Johannsson
- \$ 520 Yussuf El-Zein
- \$ 518 Geron Valentim Ross
- \$ 517 David Hart
- \$ 516 Betania Maury Cermeno
- \$ 516 Magda Figueiredo
- \$ 515 Garron Moffett
- \$ 506 John Crespin
- \$ 502 Vania Noriega
- \$ 501 Weena Centeno-Wade

62 RGA LEADERSHIP BONUS



1
Eno Iftiu
\$216,594
AO



2
Mario Hajro
\$123,469
AO



3
Taulant Bane
\$104,493
AO

SA/GA DIRECT CODE FIELD TRAINING BONUS 63



1
Roxie Soto
\$42,863
Beto Quintero



2
Ornela Martinaj
\$13,608
AO



3
Emily Rogers
\$12,140
AO



4
Erald Tomorri
\$9,864
AO



5
Tyler McKnight
\$8,948
AO

JANUARY BONUS LEADERS

PAYOUT: \$1,578,340

QUALIFIERS: 169

JANUARY BONUS LEADERS

PAYOUT: \$559,336

QUALIFIERS: 529

- \$ 216,594 Eno Iftiu
- 123,469 Mario Hajro
- 104,493 Taulant Bane
- 104,265 Mark Neilson
- 70,240 Mark Dushaj
- 44,331 Bobby Gujral
- 43,900 Joseph Gojcaj
- 38,389 Joshua Olin
- 34,161 Jhanna Valerio Vivas
- 26,168 Joseph Tomanovich
- 26,020 Daniel Pacheco
- 25,932 Astrid Ebner
- 21,972 Taleb Jammoul Hajali
- 21,729 David Carpenter
- 20,871 Jenny Kim
- 20,646 Jessica Chang
- 18,480 Mike Paragiou
- 17,484 Carol Fernandez
- 15,681 Melinda-Rae Lyse
- 15,478 Mark Bernsdorff
- 15,151 Jorge Caridad
- 12,877 Carlos Navas
- 12,685 Sylvain Kalombo
- 12,681 Matthew Diulus
- 12,646 Ian Zollos
- 12,564 Luis Vidal
- 11,091 Steven King
- 11,055 Brody Maughan-Evanson
- 10,873 Tahis Quintero Bonilla
- 10,369 Nathan Frahm

- \$ 10,240 Spencer Kozelj
- 10,091 Andy Batten
- 9,667 Todd Engelson
- 9,352 Nicholas Chuma
- 8,541 Christopher Bungay
- 8,375 Beau Cullen
- 8,229 Jonathan Rindt
- 8,067 Brandon Gamagami
- 7,782 Jeffrey Espinal
- 7,755 Jake Yagjian
- 7,631 Sabrina Agostini
- 7,591 Cody Gardner
- 7,581 Zackarea Hakim
- 7,468 James Marks
- 7,394 Joseph Crivelli
- 7,216 Eric Thompson
- 7,096 Matthew McDowell
- 7,028 Gregory Rudolph
- 7,022 Clayton Slaughter
- 6,941 Jordan Stelzer
- 6,868 Kamal Tayyib
- 6,825 Patrick Donovan
- 6,781 Ryan Martin
- 6,735 Britton Costa
- 6,643 Christopher Hintz
- 6,636 Derek Foore
- 6,331 Carmen Pena Guedez
- 6,161 Claude Hamilton
- 6,061 Sara Vaz
- 5,956 Carlo Buhay

- \$ 5,950 Manique Sala
- 5,899 Ronald Rivera
- 5,746 Alexandria Greer
- 5,529 Micah Focken
- 5,383 Gary Slocum
- 5,302 Chris La Fond
- 5,051 Matthew Sutton
- 5,049 Matthew Conrad
- 4,744 Dustin Dunbar
- 4,663 Ashlynn Orng
- 4,521 Michael Geyer
- 4,419 Ryan Stenglein
- 4,378 Zach Otto
- 4,345 Brandon Summerton
- 4,293 Slavita Hut
- 4,009 Stella Roznovan
- 3,777 Jorge Toribio
- 3,773 Kevin Gillum
- 3,713 Kingsley Hansen
- 3,704 Taurean Flournoy
- 3,618 Arturo Romero
- 3,455 Kelly Schoenherr
- 3,430 Paige Zuzick
- 3,430 Justin Maska
- 3,326 Phi Phan
- 3,234 Daisy Vasu
- 3,222 Bobby Park
- 3,190 Chase Miller
- 3,153 Dillon Zartman
- 3,025 William Parmeter

- \$ 2,998 Mark Lahijani
- 2,935 Tanner Duy
- 2,799 Jovanie Scarlett
- 2,703 Joshua Goodman
- 2,701 Maria Bonilla Borrego
- 2,688 Raul Pinto
- 2,641 Bruce Viaje
- 2,561 Arif Hajro
- 2,525 Kelechi Anele
- 2,508 Hasan Ghazal
- 2,492 Joshua Hosenbold
- 2,252 London Burnett
- 2,214 Andrew Chambers
- 2,199 Aldo Ramirez Marinelli
- 2,177 Sierra Kelsey
- 1,933 Jesse Englert
- 1,903 Jonathan Giaco
- 1,810 Adrain Alfred
- 1,801 Chris McFoy
- 1,747 Tomarus Burks
- 1,662 Daniel Arzate Roa
- 1,657 Aubrie Ray
- 1,631 Jennifer Ragan
- 1,610 Alexander Gomez
- 1,588 Kingsley Ibeh
- 1,513 Jake Gelb
- 1,491 Sierra Hartwig
- 1,448 Jesus M Parra
- 1,369 Justin Sutton
- 1,321 Braydon Cameron

- \$ 1,286 Peter Gabranski
- 1,280 Maria Lagios
- 1,264 Robert Hepler
- 1,249 Jesse Benwell
- 1,248 Ed-Maggie Myrthil
- 1,168 Michael McKiernan
- 1,154 Aaron Friedlander
- 1,085 Alyssa Libby
- 1,067 Oscar Gastelum
- 1,043 Austin Macias
- 962 Priscilla Blanco
- 943 Justin Hermann
- 919 Noah Vongunden
- 878 Tucker Gregor
- 867 Nabil Atallah
- 866 Romal Omid
- 859 Kurt Meaux
- 846 Matthew Hudlin
- 778 Steven Pavel
- 742 James Fangmann
- 710 Yussuf El-Zein
- 705 Heriberto Chavez
- 688 Tanner West
- 675 Regina Koonce
- 670 Brandon Minor
- 648 Nicole Preston
- 618 Vivian Trinh
- 557 Aubrey Wolfe
- 555 Jose Castillo

- \$ 42,863 Roxie Soto
- 13,608 Ornela Martinaj
- 12,140 Emily Rogers
- 9,864 Erald Tomorri
- 8,948 Tyler McKnight
- 7,523 Eddie Blackwell
- 7,470 Torian Fields
- 7,083 Nicholas Keeley
- 6,259 Ali Saad
- 6,075 Carlos Colina
- 5,627 Margaret Cho
- 5,455 Paula Martinez Mirtó
- 5,449 Nicolas Rodriguez
- 5,411 Karina Moran
- 5,241 Emily Klich
- 4,964 Ashley Norris
- 4,823 William Heilman
- 4,620 Rowyn Rivas
- 4,500 Daniel Sanchez
- 3,961 Rafael Marcano
- 3,647 Edward Tiongson
- 3,612 Aliz Elvira Ruano
- 3,513 Maria Ortega
- 3,486 Kevin Beaver
- 3,483 Alejandro Davila Diaz
- 3,400 Jose Perez Rosario
- 3,321 Jodie Whisenant
- 3,220 Oriana Romero-Vasquez
- 3,141 Dawn Erceg
- 3,047 George Plant
- 3,008 Austin Timmons
- 2,961 Kahlil Jackson
- 2,944 Logan Bower
- 2,930 Eileen Burningham
- 2,927 Josiah Talton
- 2,916 Cole Bramhall
- 2,856 Leyna Tran
- 2,808 Olimar Cassarino Figueroa
- 2,792 Ryan Bucher
- 2,783 Marisa Brockway
- 2,759 Andrew Aglione
- 2,759 Ashley Seborowski
- 2,716 Nicholas Beyer
- 2,682 Gaven Aden

- \$ 2,679 Gusmary Cordero
- 2,642 Isabella Chacin
- 2,630 Michael Chapman
- 2,618 Luis Gonzalez Gonzalez
- 2,598 Jessica Coombs
- 2,580 Nelson Parada Caeiro
- 2,573 Maddy Penuela
- 2,519 Tiffany Velasquez
- 2,429 Andrew Bogeas
- 2,422 Marshall Weinberg
- 2,420 Luis Lopez
- 2,408 Luckey Curry
- 2,355 Adolfo Guedez Banezca
- 2,309 Humberto Vivas Soto
- 2,305 Juan Aleman Madriz
- 2,262 Max Gold
- 2,261 Jessica Bobe
- 2,145 Jacob Buzzard
- 2,132 Breyon Williams
- 2,122 Srinivas Yerraganti
- 2,101 Kara Roenspies
- 2,074 Heather Tibiatowski
- 2,072 Tai Nguyen
- 2,050 Kylee Beatty
- 1,978 Luis Alvarez
- 1,989 Sebastian Frydenberg
- 1,978 Luis Alvarez
- 1,958 Walter Henderson
- 1,951 Jihad Ottallah
- 1,940 Asata Walker
- 1,921 Sean Dillon
- 1,889 Stephen Boone
- 1,885 Alined Moreno Barboza
- 1,842 Bryan Stoddard
- 1,824 Lamita Dahdah
- 1,787 Dylan Rankin
- 1,783 David Gallagher
- 1,782 Carlos De Bras Silva
- 1,757 Federico Betancourt
- 1,747 Samantha Dorrough
- 1,740 Christopher Gulick
- 1,723 Alexa Orlove
- 1,698 Priscilla Trompowsky
- 1,689 Brooklyn Brooks
- 1,675 Jennifer Savino

- \$ 1,645 Kimberly Cash
- 1,641 Ivana Martin
- 1,639 Travis Kimura
- 1,628 Jared Rodriguez
- 1,621 Aaron Adams
- 1,614 Ailyn Montilla
- 1,572 Austin G Clark
- 1,568 Sabrina Rodriguez Duarte
- 1,567 Rushawn Grange
- 1,565 Raymar Ruiz Ramos
- 1,556 Nouraddin Hussein
- 1,516 Melanie Willis
- 1,508 Amanda Radich
- 1,495 Morgan Boneberg
- 1,475 Derek Burnett
- 1,469 Nicki Griffiths
- 1,464 David Fulfer
- 1,456 Patrick Minto
- 1,451 Robin Collier
- 1,444 Ana Sandoval
- 1,429 Christopher Perozo
- Valenzuela
- 1,383 Makenzie Wolford
- 1,378 Miles Mustiful
- 1,376 Tom Shamon
- 1,375 Lynn Svoboda
- 1,357 Betania Maury Cermenó
- 1,354 Ryan Adams
- 1,339 Marisone Navor
- 1,322 Brian Girton
- 1,312 Alessandro Succurro
- 1,303 Joshua Martinez
- 1,265 Michael Stuver
- 1,259 Larry Faria Rodriguez
- 1,244 Meredith Jones
- 1,230 Harinderjit Sidhu
- 1,226 Kayla Shelton
- 1,225 James Ganci
- 1,223 Sean Melaven
- 1,222 Arthur Francis
- 1,217 Calvin Dickherber
- 1,210 Nubitza Barreto
- 1,200 Madison Mayoral
- 1,184 Ixsen Carrasquel Martinez

- \$ 1,177 Evangelos Feola
- 1,171 Dillon Kuehne
- 1,171 Joseph Lance
- 1,161 Marynes Mollada
- 1,154 Harrison Trager
- 1,152 Garron Moffett
- 1,150 Jaielen Harmon
- 1,149 Almira Jez
- 1,136 Damon Wang
- 1,120 Michael Battaglio
- 1,119 Nicholas Poborsky
- 1,112 Rodriguez Williams
- 1,088 Lisa Dohmen
- 1,087 Oscar Alvarez
- 1,076 Aaron Greenspan
- 1,067 Yrazu Carmona Rosales
- 1,061 Kristina Guerrero
- 1,029 Eliza Klich
- 1,016 Amber Pearson
- 1,014 Luis Canchica
- 1,011 Nelson Pulido
- 1,005 Symphony Picou
- 995 George Davis
- 995 Alucian Fearmonti
- 993 Jessica Burghardt
- 989 April Simmons
- 986 Karli McCleery
- 986 Montzer Alwatan
- 979 Dane Nixon
- 964 Taleecia Stonestreet
- 962 Harrison Reed
- 954 Heather Fischer
- 944 Yuhail Castillo
- 935 Dennis Greene
- 934 Rachel Watson
- 933 Bryon Eddinger
- 931 Jenny Torres De Villarroel
- 925 Logan Mynhier
- 918 Robert Underwood
- 906 Ninoska Sanchez
- 902 Jacob Glover
- 897 Franko Bilbili
- 891 Rafael Sepulveda
- 890 Lucas Bennett

- \$ 890 Dayani Castro
- 888 Nicholas Geyer
- 887 Kyle Giffin
- 871 Elizabeth Contreras
- 863 Ardian Gojcaj
- 855 Aaron Muczynski
- 853 Nathalia Hernandez
- 838 Kameron Adams
- 831 Yliana Poveda
- 820 Jordan Moore
- 818 Nicholas Ayaz
- 818 Marcus Aguilar
- 813 Kamden Johnson-Holder
- 813 Christopher D Williams
- 809 Gage Stevens
- 803 Kayla Segady
- 802 Kasandra Steely
- 801 Gina Gutierrez
- 796 Liannys Diaz Rodriguez
- 795 Anabel Moran
- 782 James Mathews
- 781 Russell Erhardt
- 773 Jacoby Barry
- 766 Katherine Flores Alfaro
- 764 Cynthia Baptiste
- 747 Darkis Perez Padron
- 736 Chris Tran
- 728 Luke Hollingshead
- 723 Joanna Rowland
- 718 Joshua Jenkins
- 714 Daniel Stekman Lugo
- 711 Jason Green
- 703 Russel Brooks-Martin
- 699 Dameyan Chambers
- 695 Lorena Barriere
- 692 Victor Marquez Cerquera
- 686 John Owens
- 684 Benjamin Jaimies
- 680 Nathan Garlow
- 678 Isaiah Escalante-Garcia
- 676 Maria Lugo Rincon
- 671 Chris Gellings
- 669 Andre Turner
- 665 Jonathan Torres

REINSTATEMENT BONUS

SA/GA DIRECT CODE FIELD TRAINING BONUS – CONTINUED

\$ 663 Johncar Herrera Parra	\$ 611 Molly Tice	\$ 583 Karla Cabrales	\$ 548 Brandon Labrador	\$ 523 Corban James
662 Cheryl Rudolph	610 Richard Guerra	575 Rochelle Watson	545 Lisbeth Vasquez Rodriguez	514 Jake Wager
654 Shane Richins	610 Vasilios Xenikakis	574 Cameshia Dowdell	545 Garrett Philbeck	508 Mohamed Jaffer
652 Bethany Bray	604 Robert Guillen	563 Brooke Blea	542 Nancy Covarrubias	508 Rochelle Magpantay
641 Ashley Charriere	601 Garrett Amora	561 Andrews Salas Gomez	540 Jordan Mosher	506 Sean Gillespie
636 Whitney Woodard	597 Maziar Taghdiry	559 Derek Woo	536 Latoiya Wells	504 Aldry Asencio
629 Maria Spina	596 Johnny Khoury	555 Angel C Marquez	532 Brandon Mazyak	503 Starla Cates
627 Jonathon Hanlin	594 Shawnta Mitchell	553 Christian Bennett	528 Ryain Lee	501 Raja Fakhar Ul Alam
625 Carson Brewer	585 Adrian Bendo	550 Clayton Friday	525 Lindsay Staffieri	501 Tajwer K-Hafizee
623 Amanda Fox	584 Ashley Edwards	549 Jamal Walters	524 Emily Faust	

1	2	3	4	5
				
Orby Kelley \$6,238 S-S-Bendure-Hartwig	Nicholas Gasparro \$5,282 Sabrina Lloyd	Zenon Zorij \$4,927 S-S-Parks-Salvaggi	Spencer Simmons \$4,732 Albert Serur	Mitchell Look \$4,668 S-S-Parks-Salvaggi

JANUARY BONUS LEADERS | PAYOUT: \$114,995 | QUALIFIERS: 197

DIRECT VIP BONUS

JANUARY BONUS LEADERS | PAYOUT: \$164,903 | QUALIFIERS: 350

\$ 6,238 Orby Kelley	\$ 2,987 Joseph B Smith	\$ 1,330 Benjamin Giamalva	\$ 854 Loraine Patterson	\$ 584 Ranjana Chopra
5,282 Nicholas Gasparro	2,168 Agatha Safford	1,321 Teresa Rasmussen	823 Phyo Phyo	564 Richard Carter
4,927 Zenon Zorij	2,006 Ellen Tuttle	1,303 Denise Ley	791 Caitlin Zarnowicz	543 Vicki Glad
4,732 Spencer Simmons	1,626 Diane Carrion	1,211 Laurekins Pardovani	751 Ryan Reutenauer	528 Yasmin Kapadia
4,668 Mitchell Look	1,552 Josiah Talton	1,175 Benjamin Newhouse	735 Anna Midowicz	524 Felipe Rojas
3,796 Joseph Faisant	1,525 Nicholas Beyer	1,169 Ambreen Ajani	695 John Orr	513 Djenabou Diallo
3,395 Marla Seicean	1,442 Lenora Blackstone	1,034 Rodney Ward	675 Chris McFoy	511 Lorena Barriere
3,340 Sami Mogannam	1,409 Nikki Crosby	1,006 Marc D'Emilia	639 Jack Craig	
3,150 Cody Toth	1,404 Sean Melaven	970 Hal Herman	638 Al-Karim Walji	
3,134 Patrice Franklin	1,401 Dylan Kovaleski	905 Brenda Karagiannis	634 Muhammed Ashraf	
3,123 Miguel Hernandez	1,349 Dason Phaul	861 David Bilotti	633 Scott Dillingham	

\$ 2,250 Karina Moran	\$ 1,000 Kishan Manvar	\$ 750 Gary Slocum	\$ 500 Kingsley Hansen	\$ 500 Rebecca Rehrig
2,000 Maryger Guedez	1,000 Rafael Marcano	750 Edward Tiongson	500 Justin Hermann	500 Shane Richins
2,000 Jennifer Terife Medina	1,000 Dana Martin Gonzalez	750 Lisbeth Vasquez Rodriguez	500 Ricardo Herrera	500 Kara Roenspies
1,750 Gusmary Cordero	1,000 Darkis Perez Padron	500 Luis Alvarez	500 Ethan High Swaney	500 Arturo Romero
1,750 Carol Fernandez	1,000 Rowyn Rivas	500 Kyley Beatty	500 James Hill	500 Stephanie Rosales
1,500 Logan Mynhier	1,000 Amalia Rodriguez De Nava	500 Kevin Beaver	500 Luke Hollingshead	500 Justin Rydzial
1,500 Heccy Rivas	1,000 Victor Romero	500 Kelly Betancourt	500 James Hopkins	500 Yngrid Seijas Garboza
1,500 Karen Romero	1,000 Jennifer Savino	500 Franko Bilbili	500 Nouraddin Hussein	500 Tyler Sikarskie
1,500 Oriana Romero-Vasquez	1,000 Mario Soto	500 Nathan Brooks	500 Lubraska Iguaro	500 Clayton Slaughter
1,403 Mauricio Viamonte	1,000 Maria Spina	500 Jeremy Bruce	500 Kiera Johnson	500 Nicholas Smith
1,250 Nicole Castellanos	1,000 Kasandra Steely	500 Tomarus Burks	500 Shakkira Johnson	500 Jesse Spencer
1,250 Torian Fields	1,000 Michael Stuver	500 Sophia Campbell	500 Meredith Jones	500 Johnathan Stajner
1,250 Jaime Jimenez	1,000 Nelson Sucre	500 Ixsen Carrasquel Martinez	500 Nicholas Keeley	500 Josiah Talton
1,250 Paula Martinez Mirto	1,000 Vivian Trinh	500 Zachary Chousky	500 Marie Laine	500 John Thomas
1,250 Mayerlin Ramirez Davila	1,000 Luciano Valero Vidal	500 Devonte Coles	500 Shivanni Lakhani	500 Austin Timmons
1,250 Colten Rice	1,000 Donald Wash	500 Juan Da Costa	500 Alejandra Larez Morales	500 Abigail Trifone
1,250 Jared Robertson	1,000 Marshall Weinberg	500 Liannys Diaz Rodriguez	500 Luis Lopez	500 Andre Turner
1,000 Yuhail Castillo	1,000 Wilbert Woods	500 Samantha Dorough	500 Ana Lozada	500 Jacob Valdellon
1,000 Jessica Davis	1,000 Arcelia Zizumbo	500 Cameshia Dowdell	500 Ornela Martinaj	500 Nayta Virgala
1,000 Donya Devore	750 Oscar Alvarez	500 Tyler DuBois	500 Samuel Marzula	500 Asata Walker
1,000 Brandon Dickehage	750 Morgan Boneberg	500 Alyssa Duff	500 Tyler McKnight	500 Wasiq Warraich
1,000 Jonathon English	750 Carrington Hanna	500 Zakaria Elgahmi	500 Mitchell McLaughlin	500 Rachel Watson
1,000 Courtney Garcia	750 Asante Jackson	500 Larry Faria Rodriguez	500 Crystal Mekdarasack	500 Rochelle Watson
1,000 Oscar Gastelum	750 Joshua Jenkins	500 Marshall Fernandez	500 Alined Moreno Barboza	500 Jacob Whitmarsh
1,000 Hasan Ghazal	750 Maddy Penuela	500 Jose Flores Paz	500 Enzo Morlacci	500 Jaylind Williams
1,000 Tarrance Hankins	750 Eriannet Perez	500 Taurean Flournoy	500 Christopher Mowery	500 Makenzie Wolford
1,000 Gage Harrington	750 Christopher Perozo	500 Peter Gabranski	500 Carlos Navas	500 Christopher L Wood
1,000 David Hart	750 Valenzuela	500 Dylan Garrett	500 Jihad Ottallah	500 Whitney Woodard
1,000 Abigail Jones	750 Yolamar Picon Mora	500 Maricela Gerardino	500 Khamfeuang Phothisene	500 Srinivas Yerraganti
1,000 Jacob Lavallie	750 Daniel Sanchez	500 Luis Gonzalez Gonzalez	500 Joseph Pizzoferrato	500 Nikolai Zollinger
1,000 Ryley Lussier	750 Miguel Serrano	500 Yoanny Gonzalez Wong	500 Micah Poplin	
1,000 Rochelle Magpantay	750 Andrew Severson	500 Jonathon Hanlin	500 Susan Quassani	

6 BONUS TOTAL: \$9,651,814

WORLD'S GREATEST \$4,339,237	LEADERSHIP \$2,895,003	REGA LEADERSHIP \$1,578,340	SA/GA TRAINING \$559,336	DIRECT VIP \$164,903	REINSTATEMENT \$114,995
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level



Alberto Alcala | New York

Alberto Alcala began his insurance career with NIL in 2006. His magnetic leadership and sales expertise have garnered him recognition as a top Master General Agent and Regional General Agent. "What makes me qualified to be an Organization leader is my ability to impact people and help them accomplish what they want in life and in business. I am a charismatic leader with a passion for sales and growth," he says. Alberto envisions boundless growth and income opportunities for his community through his Organization, and he believes success in sales leadership stems from determination, resilience, and a genuine desire to help others.



Michael Gerstein | New Jersey

Michael Gerstein joined AIL in 2011 under the leadership of Eric Giglione and David Ackerman. "Mr. Giglione and Mr. Ackerman instilled a confidence in me that genuinely changed my life," he says. Michael believes his Organization offers others the ability to learn skills that can be used in business and in life. "I have grown up at this Company. As I learned about morals, ethics, and people, I have become a better person. I am driven to help change people's lives and impact their futures." Outside of work, Michael enjoys sports, spending time with his wife and children, and supporting the developmentally disabled in his community.



Ashley Moss | Mississippi

Ashley Moss started her career with AIL in 2018, driven by the prospect of unlimited income potential and the ability to empower others to attain the same. "I love the fact that we are in business for ourselves, but not by ourselves. The resources are provided for our success, and we have a huge training support team. All we need to bring to the table is work ethic and coachability, and the rest is already here," she says. Ashley truly appreciates the Company's commitment to community involvement, and actively participates in initiatives such as book drives for local schools and sponsoring youth activities for local sports leagues.

MILLION DOLLAR CLUB

Another champion, another milestone!
 Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



Matthew Zang
 AO
 Contracted 8/25/14
 Qualified 1/31/24
 \$2,002,694 Net ALP



Joaquin Santos
 Andrew McQuade
 Contracted 8/8/03
 Qualified 1/31/24
 \$2,000,906 Net ALP



Edward DeFurio
 Nick Moore
 Contracted 6/12/12
 Qualified 1/31/24
 \$1,013,728 Net ALP



Nicholas Davis
 Tom Williams
 Contracted 10/19/17
 Qualified 1/31/24
 \$1,011,969 Net ALP



Todd Krupa
 AO
 Contracted 12/17/19
 Qualified 1/31/24
 \$1,002,614 Net ALP



Colin Ghee
 Simon Arias
 Contracted 8/15/15
 Qualified 1/31/24
 \$1,002,105 Net ALP



Dyoma Ramirez-Robles
 Arias-Dlabik
 Contracted 10/27/10
 Qualified 1/31/24
 \$1,000,558 Net ALP

FOUNDERS CLUB

January Qualifiers—
Outstanding Producers & PR Representatives:

Firat Ucar

AO
4 Qualifications
\$1,222,178 Net ALP
89.2 RET

Dillon Zartman

S-S-Bendure-Hartwig
5 Qualifications
\$110,871 Net ALP
84.3 RET

Joseph Sciria

S-S-Parks-Salvaggi
2 Qualifications
\$97,238 Net ALP
86.8 RET

Jonathan Da-Al

Steve Friedlander
3 Qualifications
\$94,596 Net ALP
83.8 RET

Carol Fernandez

Sergio Carta
2 Qualifications
\$73,548 Net ALP
92.3 RET

Danielle Shelp

Saavedra-Longino
1 Qualification
\$72,503 Net ALP
83.0 RET

Ali Saad

AO
1 Qualification
\$388,327 Net ALP
82.4 RET

Max Quasem

Cohen-Velasquez
60 Qualifications
\$101,296 Net ALP
95.3 RET

Jonni Ng

AO
1 Qualification
\$96,827 Net ALP
100.0 RET

Alex Miller

Cohen-Velasquez
5 Qualifications
\$85,209 Net ALP
84.2 RET

Daryl Graham

S-S-Parks-Salvaggi
1 Qualification
\$73,290 Net ALP
90.5 RET

Shahriar Mohammadi

AO
2 Qualifications
\$67,249 Net ALP
85.8 RET

Serge Brouillette

AO
1 Qualification
\$145,952 Net ALP
86.9 RET

Fouziyeh Saad

AO
1 Qualification
\$98,793 Net ALP
89.5 RET

Aref Sayegh

Satti-Kanaan-Wheeler
12 Qualifications
\$96,366 Net ALP
80.6 RET

Andrew Brown

AO
4 Qualifications
\$84,009 Net ALP
95.7 RET

Gavin McDonald

Arias-Diulus
1 Qualification
\$73,031 Net ALP
81.1 RET

Ariel McAlister

S-S-Parks-Salvaggi
1 Qualification
\$63,215 Net ALP
92.8 RET

SGA Elite VIP Training Award

JANUARY LEADERS



Theodore Pappas
50% Increase in VIPs



Cohen-Velasquez
34% Increase in VIPs



Stephen Giddens
243% Increase in VIPs



Henderson-L-R
18% Increase in VIPs



Philip Prata
102% Increase in VIPs



Corey Neff
12% Increase in VIPs



Slav Bitman
1% Increase in VIPs



Saavedra-Longino
14% Increase in VIPs



John Young
36% Increase in VIPs



Gryska-Boles
38% Increase in VIPs



Alex Gross
11% Increase in VIPs



Michael Ezeafulukwe
200% Increase in VIPs

By top SGA in each category for the highest percentage of increase in total VIPs. The evaluation is tied to increase in VIPs year over year as a percentage of total codes.

Dear Future SGA,

Whether you are new to our Company or someone with tenure, if you have ever wondered what you had to accomplish in order to be promoted to State General Agent, the answer is simple — achieve these four levels.



SGA Career Track

***\$500k–\$3.5M+**
Unlimited Annual Earnings Potential

LEVEL 1: QUALIFY

To qualify you must meet the following criteria:

- 2 years tenure with AIL/NIL
- Be on an MGA/RGA Contract
- Production of at least \$350,000 of 1st Six Mo. Agent production (Last 12 Months)

LEVEL 2: INTERVIEW

You will be flown to McKinney, Texas for dinner and an interview. During this time you will also learn about the budgetary and start-up process for new SGAs.

LEVEL 3: FOLLOW UP

Home Office will schedule a follow-up call with you and your SGA 60 days after your interview to discuss your progress in the areas of recruiting, production and quality. If you are still growing and moving forward, we will prepare for Step 4.

LEVEL 4: GET AN OFFER

After conferring with your SGA, the Home Office will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person whom they feel they need to keep.)

**The earnings potential is typical but not guaranteed. Actual amounts can vary based on individuals results.*

DIRECTORS OF THE MONTH



Leaders growing leaders

Sales Director of the Month



Carlos Nunez Sanchez

Carlos had 177.31% growth over January 2023.

VP Director of the Month



Armando Rodriguez

Armando had 164.96% growth over January 2023.

PR Director of the Month



Tami Williams

Tami met 125.34% of Objective during January 2024.

REDEFINING THE IMPOSSIBLE



David Zophin

President
American Income/
National Income Division

This month, I want to take the opportunity to congratulate our Top 10 Rookies and Top 10 Veterans for a fantastic 2023 (our best year in Company history). I also want to give kudos to Firat Ucar and Daniel Paravisini, who are perfect examples of individuals achieving the impossible.

Whenever I stop to think about the greats of human history, I'm always floored by the magnitude of their accomplishments. Not just because of how impressive they are, but because of the barriers they broke and the boundaries they crossed. They made the impossible, possible.

Both Firat and Daniel broke the \$2 million mark in a single year! Talk about breaking barriers, reaching new heights, and setting an unbelievably high bar. Franko Bilbili is also showing us what can be accomplished as our #1 Rookie Individual Producer for 2023. He has wasted no time making his mark in Company history.

I'm honored to give well-deserved praise to these individuals, and I want to point out that they are all walking proof of what can be done when you give it your all. They remind us to think bigger.

If you think your dreams and aspirations are within reach, then you're not

dreaming big enough. If you think you'll easily achieve your goals or you don't need to put in much effort to get where you want to be, you need to take your goals to the next level. In other words, don't limit yourself by aiming for something unremarkable. Don't hold yourself back from reaching your full potential by thinking there are boundaries to what you can accomplish. Firat, Daniel, and Franko didn't limit themselves to performing inside the realm of possibility. They pushed themselves beyond those limits, and they have a lot to show for it today.

So, if you have big dreams, dream bigger. If you have lofty goals, raise them higher. Know you are capable of more than you can even conceive, and start working today toward something significant.

Congratulations again to Firat, Daniel, Franko, and all of our top producers. Keep working toward the impossible, and keep turning dreams into reality. 🌟



1200 Wooded Acres Drive | Waco, TX 76710

JANUARY TOP PRODUCERS

The Monthly Top Achievers include the top Rookie Producer, Veteran Producer, SA and GA in their respective monthly categories, the top two MGAs and RGAs in Categories I-IV based on monthly % growth, the PR Representative with the most cards generated for the month, and the top two SGAs in Categories I-IV based on monthly % Growth.



ROOKIE PRODUCER

MICHAEL KAMPFER
\$125,852 NET ALP



VETERAN PRODUCER

FIRAT UCAR
\$175,590 NET ALP



SA

NICHOLAS KEELEY
\$89,181 1ST 6 MONTHS



GA

GARRETT AMORA
\$188,979 1ST 6 MONTHS



MGA CATEGORY I

KLAUDIO MARTINAJ
1265.0% GROWTH



LC

MGA CATEGORY III

STEVEN KING
443.7% GROWTH



RGA CATEGORY IV

JORGE CARIDAD
1043.8% GROWTH



LC

RGA CATEGORY I

ENO IFTIU
954.3% GROWTH



PR REP CATEGORY I

BRENDA DI SOMMA
3,525 CARDS



SGA CATEGORY III

WALTER ICAZA
183.7% GROWTH



EC

SGA CATEGORY II

BETO QUINTERO
172.9% GROWTH